TREND REPORT JANUARY 1983 COMPARED WITH JANUARY 1982

	SALES PERCENT CHANGE				OCCUPANCY PERCENT		DOUBLE OCCUPANCY PERCENT		ROOM SALES PER OCCUPIED ROOM		TOTAL SALES PER OCCUPIED ROOM	
	TOTAL	ROOMS	F&B	OTHER	JAN	% CHG	JAN	% CHG	JAN	% CHG	JAN	% CHG
TOTAL	0.9	1.2	-	2.3	56.1	-2.3	45.2	7.1	$ 49.65	2.2	$ 75.84	1.9
REGION:												
Northeast	1.8	0.8	3.1	7.0	53.3	-6.3	31.2	5.8	$ 69.28	6.4	$110.42	7.5
Southeast	18.0	21.6	12.3	7.2	64.7	20.7	80.0	11.7	49.66	-2.2	74.10	-5.1
North Central	-2.4	-2.5	-1.9	-4.6	46.6	-3.3	31.4	-1.9	38.13	1.2	63.10	1.3
South Central	-10.6	-11.2	-9.6	-6.6	55.4	-12.9	34.1	-6.3	47.42	1.1	70.49	1.8
West	0.7	1.3	-1.1	8.7	60.9	-5.4	41.2	-4.0	48.39	5.6	70.67	5.0
AFFILIATION:												
Chain	1.0	1.2	0.2	4.6	57.1	-2.9	43.1	9.1	$ 48.68	2.4	$ 72.77	2.2
Independent	0.4	1.2	-0.5	-3.4	52.5	1.0	53.4	2.1	53.75	1.2	88.81	0.4
LOCATION:												
Center City	-3.6	-4.2	-3.2	2.6	50.4	-7.7	36.5	-2.9	$ 62.83	2.6	$ 99.13	3.2
Suburban	-4.0	-4.5	-3.6	0.7	55.3	-6.6	34.8	4.5	44.43	1.6	68.59	2.1
Highway	11.5	11.8	11.2	8.5	58.0	4.5	52.3	16.0	34.00	4.4	46.39	4.1
Airport	-4.8	-5.3	-3.9	-3.4	64.1	-7.6	27.7	-7.0	46.90	2.0	71.98	2.5
Resort	11.6	14.9	6.8	3.1	59.5	10.8	90.2	10.1	62.26	2.9	97.75	-
SIZE:												
Under 150 Rooms	-0.4	-0.6	0.5	-1.4	54.2	-4.6	49.8	4.0	$ 33.43	4.2	$ 45.25	4.5
150 to 300 Rooms	-1.0	-0.8	-1.6	0.6	57.3	-1.5	38.9	6.9	44.68	0.5	68.16	0.3
300 to 600 Rooms	-1.2	-0.7	-2.1	-1.4	55.1	-2.5	45.9	4.1	58.34	0.5	92.22	-
Over 600 Rooms	6.1	7.0	4.0	7.8	57.5	0.3	51.9	14.3	72.09	1.5	114.54	0.6
TYPE:												
Hotel	-0.8	-0.6	-1.4	2.3	54.9	-4.5	40.5	2.0	$ 62.69	2.9	$101.75	2.8
Motor Hotel	4.6	4.9	3.9	4.1	58.4	1.2	51.5	13.2	40.10	1.9	56.85	1.6
Economy	-2.1	-1.7	5.0	-40.9	52.3	-5.1	39.7	-2.7	24.19	3.8	25.18	3.4

TWELVE MONTH TREND REPORT - AS OF JANUARY 1983

	SALES PERCENT CHANGE				OCCUPANCY PERCENT		DOUBLE OCCUPANCY PERCENT		ROOM SALES PER OCCUPIED ROOM		TOTAL SALES PER OCCUPIED ROOM	
	TOTAL	ROOMS	F&B	OTHER	JAN	% CHG	JAN	% CHG	JAN	% CHG	JAN	% CHG
TOTAL	1.9	2.3	0.9	3.2	63.8	-4.3	52.3	1.6	$ 48.45	6.5	$ 71.37	6.0
REGION:												
Northeast	3.5	3.2	3.9	7.9	66.9	-4.0	39.0	0.8	$ 68.43	7.4	$101.26	7.7
Southeast	4.5	4.7	3.7	9.8	64.0	-1.1	85.7	2.3	50.73	4.6	76.40	4.3
North Central	-0.3	0.9	-2.6	-3.5	58.7	-4.1	42.2	4.2	35.18	5.7	52.47	4.4
South Central	-1.7	-1.3	-2.5	-7.7	64.1	-7.8	42.3	-1.4	46.91	6.4	67.69	5.9
West	4.0	5.2	1.4	6.2	68.5	-4.2	57.8	-1.7	46.17	7.9	66.51	6.7
AFFILIATION:												
Chain	1.9	2.3	0.8	4.9	64.9	-4.4	49.9	2.0	$ 47.33	6.2	$ 68.28	5.7
Independent	1.7	2.2	1.1	-0.5	59.4	-4.5	61.1	0.7	53.16	7.6	84.40	7.1
LOCATION:												
Center City	0.7	0.9	-	4.4	61.6	-4.9	42.0	0.5	$ 62.74	6.0	$ 93.35	5.8
Suburban	-0.8	-0.4	-1.7	0.6	63.6	-6.6	43.9	-	42.92	6.4	64.52	6.0
Highway	4.8	5.4	2.7	8.3	64.6	-3.3	62.0	2.8	31.90	7.9	41.60	7.3
Airport	0.7	1.1	0.1	-4.0	67.6	-4.4	34.6	-2.0	45.78	5.7	68.55	5.3
Resort	6.1	7.0	4.8	3.2	64.5	-1.7	95.9	1.9	60.14	7.1	95.06	6.2
SIZE:												
Under 150 Rooms	2.1	2.7	0.1	-0.8	64.9	-5.0	57.9	0.3	$ 31.98	8.3	$ 40.97	7.6
150 to 300 Rooms	0.4	1.0	-0.8	-2.1	62.9	-4.4	48.6	1.7	44.65	5.4	67.17	4.7
300 to 600 Rooms	0.7	1.3	-0.4	1.4	62.9	-5.3	53.6	1.5	56.72	5.9	87.12	5.3
Over 600 Rooms	4.7	4.6	4.6	9.0	64.7	-2.4	51.2	3.2	72.41	5.5	109.44	5.6
TYPE:												
Hotel	1.6	1.8	1.1	2.8	63.3	-4.5	47.6	0.8	$ 61.67	6.1	$ 96.17	5.9
Motor Hotel	2.2	2.9	0.3	4.7	64.0	-3.9	58.5	3.0	40.72	6.2	57.24	5.5
Economy	3.9	4.0	3.7	-0.3	64.7	-5.5	53.4	-1.3	24.17	10.1	24.73	10.1

TWELVE MONTH FOOD AND BEVERAGE REPORT - AS OF JANUARY 1982

	F&B SALES PER OCCUPIED ROOM		AVERAGE RECEIPT PER COVER		FOOD COST PERCENT OF FOOD SALES		BEV COST PERCENT OF BEV SALES		F&B PAYROLL PERCENT OF F&B SALES		F&B PAYROLL PER COVER		NUMBER COVERS SERVED
	1983	1982	1983	1982	1983	1982	1983	1982	1983	1982	1983	1982	% CHG
TOTAL	$29.76	$29.51	$ 8.40	$ 7.94	0.34	0.34	0.22	0.22	43.5	42.4	$ 5.73	$ 5.37	-4.6
REGION:													
Northeast	$35.35	$34.03	$10.16	$ 9.41	0.32	0.32	0.20	0.21	46.2	45.4	$ 7.50	$ 6.91	-2.7
Southeast	29.26	28.21	8.44	8.01	0.35	0.35	0.22	0.22	42.8	42.8	5.63	5.51	-2.9
North Central	29.82	30.60	7.12	6.86	0.36	0.36	0.23	0.23	42.7	42.4	4.19	4.16	-5.3
South Central	24.82	25.45	7.91	7.61	0.35	0.35	0.22	0.22	40.7	37.8	4.97	4.54	-6.4
West	31.37	30.94	8.56	7.97	0.34	0.34	0.22	0.22	43.6	42.7	5.91	5.28	-5.7
AFFILIATION:													
Chain	$27.21	$27.00	$ 8.26	$ 7.80	0.33	0.34	0.21	0.21	43.0	41.9	$ 5.76	$ 5.41	-4.7
Independent	40.73	40.29	8.75	8.28	0.35	0.36	0.23	0.24	45.2	43.9	5.66	5.27	-4.3
LOCATION:													
Center City	$33.21	$33.20	$ 9.48	$ 8.98	0.32	0.32	0.21	0.21	46.4	44.9	$ 6.78	$ 6.26	-4.9
Suburban	27.10	27.57	7.41	7.03	0.36	0.36	0.22	0.23	40.9	39.2	4.77	4.41	-7.2
Highway	21.31	20.74	6.24	5.83	0.37	0.37	0.23	0.23	37.3	38.0	3.45	3.46	-0.7
Airport	25.25	25.22	7.30	6.96	0.35	0.36	0.22	0.22	40.8	39.6	4.62	4.50	-4.6
Resort	38.90	37.11	9.06	8.47	0.35	0.35	0.22	0.22	41.9	41.9	5.53	5.20	-2.8
SIZE:													
Under 150 Rooms	$26.12	$26.09	$ 6.51	$ 6.19	0.39	0.39	0.24	0.25	38.2	38.0	$ 3.80	$ 3.65	-5.1
150 to 300 Rooms	25.50	25.70	7.18	6.85	0.36	0.36	0.23	0.23	42.4	41.3	4.57	4.37	-5.3
300 to 600 Rooms	30.83	30.95	8.46	8.00	0.34	0.34	0.22	0.22	45.7	43.5	5.65	5.17	-4.9
Over 600 Rooms	38.69	37.00	10.90	10.24	0.30	0.31	0.19	0.19	43.9	43.4	7.43	7.04	-3.1
TYPE:													
Hotel	$35.31	$34.94	$ 9.18	$ 8.67	0.33	0.34	0.21	0.22	44.4	43.1	$ 6.16	$ 5.73	-4.9
Motor Hotel	21.88	21.80	6.54	6.19	0.37	0.37	0.23	0.23	40.4	39.9	4.34	4.14	-3.8

FOOD AND BEVERAGE REPORT - JANUARY 1983 COMPARED WITH JANUARY 1982

	F&B SALES PER OCCUPIED ROOM		AVERAGE RECEIPT PER COVER		FOOD COST PERCENT OF FOOD SALES		BEV COST PERCENT OF BEV SALES		F&B PAYROLL PERCENT OF F&B SALES		F&B PAYROLL PER COVER		NUMBER COVERS SERVED
	1983	1982	1983	1982	1983	1982	1983	1982	1983	1982	1983	1982	% CHG
TOTAL	$29.79	$29.78	$ 8.77	$ 8.63	0.34	0.35	0.22	0.22	47.2	46.3	$ 5.84	$ 5.75	-0.6
REGION:													
Northeast	$40.06	$38.86	$11.03	$10.48	0.33	0.33	0.20	0.21	54.0	51.7	$ 8.42	$ 7.73	-2.6
Southeast	25.50	22.70	8.55	9.26	0.34	0.37	0.22	0.23	43.8	46.6	5.31	6.52	27.9
North Central	31.44	32.05	7.34	6.84	0.36	0.37	0.26	0.25	48.9	48.6	4.71	4.42	-5.2
South Central	26.36	29.16	8.14	8.41	0.34	0.34	0.22	0.22	41.7	39.8	4.95	4.94	-8.7
West	30.97	31.29	9.05	8.39	0.34	0.34	0.21	0.21	46.9	45.6	5.62	4.90	-7.8
AFFILIATION:													
Chain	$27.05	$26.99	$ 8.61	$ 8.56	0.33	0.34	0.22	0.22	46.3	44.9	$ 5.66	$ 5.59	1.0
Independent	42.52	42.75	9.16	8.81	0.36	0.37	0.23	0.24	49.7	50.3	6.29	6.16	-4.3
LOCATION:													
Center City	$35.82	$37.02	$ 9.64	$ 9.48	0.32	0.33	0.21	0.21	51.9	49.3	$ 6.90	$ 6.52	-4.0
Suburban	27.85	28.89	8.05	7.90	0.35	0.36	0.23	0.22	45.2	44.4	5.16	5.05	-6.5
Highway	19.76	17.77	6.50	6.27	0.36	0.38	0.23	0.23	38.4	39.9	3.39	3.71	20.3
Airport	25.37	26.42	7.38	6.74	0.35	0.36	0.24	0.24	42.4	41.5	4.68	4.21	-9.6
Resort	36.69	34.34	9.92	10.33	0.34	0.35	0.21	0.23	45.9	47.5	6.06	7.01	12.3
SIZE:													
Under 150 Rooms	$26.81	$26.68	$ 7.21	$ 6.89	0.39	0.39	0.23	0.24	40.6	41.2	$ 4.29	$ 4.18	-3.3
150 to 300 Rooms	24.37	24.77	7.24	6.85	0.36	0.37	0.24	0.24	44.6	43.5	4.56	4.28	-6.3
300 to 600 Rooms	32.10	32.79	8.52	8.40	0.34	0.34	0.22	0.22	48.5	47.8	5.66	5.69	-1.4
Over 600 Rooms	39.34	37.83	11.45	12.18	0.31	0.32	0.19	0.19	50.1	48.9	7.86	8.24	9.9
TYPE:													
Hotel	$36.76	$37.29	$ 9.33	$ 9.29	0.33	0.34	0.22	0.22	48.8	47.6	$ 6.36	$ 6.28	-1.2
Motor Hotel	20.62	19.84	7.25	6.80	0.37	0.37	0.23	0.23	42.2	42.0	4.39	4.23	1.2

FOOD AND BEVERAGE REPORT - FEBRUARY 1983 COMPARED WITH FEBRUARY 1982

	F&B SALES PER OCCUPIED ROOM		AVERAGE RECEIPT PER COVER		FOOD COST PERCENT OF FOOD SALES		BEV COST PERCENT OF BEV SALES		F&B PAYROLL PERCENT OF F&B SALES		F&B PAYROLL PER COVER		NUMBER COVERS SERVED
	1983	1982	1983	1982	1983	1982	1983	1982	1983	1982	1983	1982	% CHG
TOTAL	$29.60	$30.30	$ 8.73	$ 8.45	0.34	0.35	0.22	0.22	43.0	41.4	$ 5.45	$ 5.14	-4.9
REGION:													
Northeast	$37.35	$38.20	$ 9.59	$ 9.06	0.33	0.36	0.21	0.21	53.9	51.5	$ 7.80	$ 7.12	-7.6
Southeast	26.11	24.72	8.38	8.76	0.34	0.36	0.22	0.22	37.1	36.6	4.68	4.55	2.8
North Central	29.32	30.78	7.19	7.09	0.35	0.35	0.23	0.22	43.8	42.0	4.49	4.20	-5.9
South Central	27.75	31.29	8.67	8.65	0.33	0.34	0.24	0.24	39.7	37.1	5.11	4.82	-10.8
West	34.05	33.31	8.86	8.26	0.35	0.35	0.21	0.22	43.4	43.7	4.95	4.70	-2.7
AFFILIATION:													
Chain	$26.13	$26.74	$ 8.37	$ 8.14	0.33	0.34	0.22	0.22	43.3	42.0	$ 5.39	$ 5.11	-5.3
Independent	44.38	45.47	9.66	9.30	0.35	0.36	0.23	0.23	42.2	39.9	5.63	5.22	-3.9
LOCATION:													
Center City	$34.27	$35.44	$ 9.74	$ 9.43	0.32	0.34	0.21	0.21	49.1	46.8	$ 6.76	$ 6.30	-8.1
Suburban	26.51	29.12	7.47	7.31	0.35	0.35	0.25	0.25	43.3	40.2	4.77	4.40	-10.8
Highway	19.44	18.03	6.47	6.27	0.35	0.36	0.23	0.24	36.4	37.0	3.17	3.30	9.4
Airport	24.67	25.17	7.27	7.20	0.36	0.35	0.22	0.22	39.5	38.9	4.26	4.07	-3.6
Resort	39.81	38.31	10.38	9.76	0.34	0.36	0.22	0.22	35.6	33.9	5.19	4.69	-1.3
SIZE:													
Under 150 Rooms	$25.98	$26.74	$ 6.73	$ 6.53	0.38	0.38	0.24	0.25	38.5	37.7	$ 3.77	$ 3.54	-4.8
150 to 300 Rooms	23.64	24.73	7.27	7.07	0.36	0.36	0.23	0.23	41.6	39.5	4.49	4.26	-5.5
300 to 600 Rooms	31.92	33.38	8.84	8.59	0.33	0.34	0.22	0.22	44.3	43.2	5.64	5.34	-7.3
Over 600 Rooms	39.30	38.50	11.09	10.77	0.32	0.34	0.22	0.21	44.7	42.8	6.92	6.54	-1.9
TYPE:													
Hotel	$37.72	$39.10	$ 9.51	$ 9.16	0.33	0.34	0.22	0.22	44.2	42.1	$ 6.04	$ 5.59	-6.5
Motor Hotel	19.34	19.14	6.55	6.40	0.36	0.37	0.23	0.23	39.1	39.1	3.84	3.81	0.2

YEAR TO DATE FOOD AND BEVERAGE REPORT - AS OF FEBRUARY 1983

	F&B SALES PER OCCUPIED ROOM		AVERAGE RECEIPT PER COVER		FOOD COST PERCENT OF FOOD SALES		BEV COST PERCENT OF BEV SALES		F&B PAYROLL PERCENT OF F&B SALES		F&B PAYROLL PER COVER		NUMBER COVERS SERVED
	1983	1982	1983	1982	1983	1982	1983	1982	1983	1982	1983	1982	% CHG
TOTAL	$29.60	$29.96	$ 8.74	$ 8.53	0.34	0.35	0.22	0.22	45.4	44.1	$ 5.69	$ 5.46	-3.2
REGION:													
Northeast	$36.67	$36.52	$10.31	$ 9.77	0.33	0.34	0.21	0.21	55.3	52.9	$ 8.34	$ 7.62	-5.2
Southeast	25.97	24.05	8.79	8.88	0.34	0.36	0.22	0.23	39.7	40.2	4.91	5.16	10.5
North Central	30.90	31.82	7.24	6.93	0.35	0.36	0.25	0.24	46.5	45.4	4.62	4.32	-5.9
South Central	27.06	30.21	8.42	8.54	0.33	0.34	0.23	0.23	40.6	38.3	5.04	4.87	-9.8
West	32.42	32.24	8.94	9.32	0.34	0.35	0.21	0.22	44.9	44.6	5.21	4.79	-4.9
AFFILIATION:													
Chain	$26.55	$26.81	$ 8.49	$ 8.34	0.33	0.34	0.22	0.22	45.2	43.8	$ 5.61	$ 5.40	-2.6
Independent	43.04	43.82	9.37	8.99	0.35	0.37	0.23	0.24	46.0	44.8	5.92	5.62	-4.7
LOCATION:													
Center City	$34.17	$35.80	$ 9.71	$ 9.47	0.32	0.34	0.21	0.21	51.3	48.7	$ 6.98	$ 6.52	-6.3
Suburban	27.23	29.01	7.72	7.55	0.35	0.36	0.24	0.24	44.3	42.2	4.91	4.65	-8.8
Highway	19.78	18.09	6.48	6.28	0.36	0.37	0.23	0.23	37.1	38.1	3.25	3.45	13.6
Airport	25.32	26.11	7.33	6.98	0.36	0.36	0.23	0.23	41.1	40.4	4.52	4.16	-6.9
Resort	38.48	36.67	10.13	9.91	0.34	0.35	0.21	0.22	40.0	39.4	5.56	5.55	3.6
SIZE:													
Under 150 Rooms	$26.48	$26.79	$ 6.90	$ 6.65	0.38	0.39	0.24	0.24	39.4	39.2	$ 3.95	$ 3.77	-4.1
150 to 300 Rooms	24.18	24.96	7.27	6.98	0.36	0.36	0.24	0.24	43.0	41.5	4.53	4.27	-6.2
300 to 600 Rooms	32.17	33.21	8.66	8.47	0.33	0.34	0.22	0.22	46.4	45.5	5.66	5.50	-4.7
Over 600 Rooms	37.90	36.87	11.23	11.34	0.31	0.33	0.20	0.20	48.4	46.6	7.54	7.43	2.8
TYPE:													
Hotel	$36.93	$37.92	$ 9.40	$ 9.19	0.33	0.34	0.22	0.22	46.9	45.0	$ 6.25	$ 5.93	-4.4
Motor Hotel	19.97	19.44	6.88	6.59	0.36	0.37	0.23	0.23	40.5	40.5	4.12	4.03	0.6

TWELVE MONTH TREND REPORT - AS OF FEBRUARY 1983

	SALES PERCENT CHANGE				OCCUPANCY PERCENT		DOUBLE OCCUPANCY PERCENT		ROOM SALES PER OCCUPIED ROOM		TOTAL SALES PER OCCUPIED ROOM	
	TOTAL	ROOMS	F&B	OTHER	FEB	% CHG	FEB	% CHG	FEB	% CHG	FEB	% CHG
TOTAL	1.7	2.2	0.5	2.3	64.3	-4.2	52.9	2.1	$ 48.64	6.1	$ 71.84	5.5
REGION:												
Northeast	3.1	2.9	3.3	7.2	67.0	-4.0	39.2	1.3	$ 68.51	7.1	$101.89	7.3
Southeast	5.7	6.4	4.2	7.7	66.1	0.6	86.8	2.7	50.87	4.3	76.46	3.6
North Central	-0.4	0.8	-2.7	-3.2	59.1	-3.9	42.4	4.2	35.24	5.3	52.63	4.1
South Central	-2.9	-2.5	-3.5	-8.4	64.0	-8.3	42.3	-1.2	46.97	5.7	68.08	5.3
West	3.9	5.0	1.3	6.3	68.7	-4.1	58.0	-2.2	46.51	7.7	67.20	6.5
AFFILIATION:												
Chain	1.8	2.3	0.6	4.1	65.4	-4.1	50.4	2.6	$ 47.49	5.8	$ 68.66	5.3
Independent	1.3	2.0	0.4	-1.8	60.1	-4.3	61.8	1.1	53.46	7.3	85.15	6.5
LOCATION:												
Center City	0.4	0.7	-0.4	3.4	61.9	-4.8	42.1	0.7	$ 62.80	5.6	$ 93.85	5.3
Suburban	-1.3	-1.0	-2.1	-1.4	63.8	-6.7	44.1	0.5	43.00	5.8	64.76	5.4
Highway	5.4	6.0	3.3	7.7	65.5	-2.7	62.7	3.6	32.20	7.8	42.09	7.2
Airport	-	0.3	-0.6	-1.9	67.5	-4.7	35.2	-1.4	45.82	5.3	68.75	4.9
Resort	6.4	7.6	4.6	1.9	66.0	-0.9	96.8	2.0	60.81	6.9	96.07	5.7
SIZE:												
Under 150 Rooms	2.1	2.8	-0.1	-0.6	65.4	-4.8	58.3	0.7	$ 32.20	8.0	$ 41.32	7.4
150 to 300 Rooms	0.3	0.9	-1.0	-2.4	63.6	-4.2	49.5	2.3	44.82	5.1	67.47	4.4
300 to 600 Rooms	0.4	1.0	-0.8	2.1	63.2	-5.2	53.9	1.9	57.02	5.4	87.99	4.8
Over 600 Rooms	4.6	4.7	4.2	6.7	65.2	-2.0	51.5	4.0	72.10	4.9	109.34	4.8
TYPE:												
Hotel	1.2	1.6	0.6	1.8	63.6	-4.4	48.1	1.3	$ 61.97	5.7	$ 97.17	5.4
Motor Hotel	2.4	3.2	0.5	5.0	64.8	-3.7	59.3	4.0	40.78	6.1	57.12	5.3
Economy	4.0	4.1	6.3	-5.5	65.2	-5.1	53.6	-1.5	24.39	9.6	25.04	9.5

- NO CHANGE

TWELVE MONTH FOOD AND BEVERAGE REPORT - AS OF FEBRUARY 1983

	F&B SALES PER OCCUPIED ROOM		AVERAGE RECEIPT PER COVER		FOOD COST PERCENT OF FOOD SALES		BEV COST PERCENT OF BEV SALES		F&B PAYROLL PERCENT OF F&B SALES		F&B PAYROLL PER COVER		NUMBER COVERS SERVED
	1983	1982	1983	1982	1983	1982	1983	1982	1983	1982	1983	1982	% CHG
TOTAL	$29.71	$29.55	$ 8.42	$ 7.99	0.34	0.34	0.22	0.22	43.6	42.4	$ 5.70	$ 5.35	-4.6
REGION:													
Northeast	$35.34	$34.22	$10.14	$ 9.43	0.32	0.32	0.20	0.21	47.6	46.7	$ 7.61	$ 7.01	-3.1
Southeast	28.69	27.54	8.45	8.03	0.34	0.35	0.22	0.22	41.5	41.3	5.39	5.26	-2.0
North Central	29.75	30.56	7.12	6.88	0.35	0.36	0.23	0.23	42.9	42.3	4.24	4.16	-5.2
South Central	25.02	25.92	7.95	7.69	0.35	0.35	0.22	0.22	40.5	37.6	5.00	4.60	-6.9
West	31.78	31.38	8.63	8.03	0.34	0.34	0.22	0.22	43.5	42.9	5.70	5.16	-5.6
AFFILIATION:													
Chain	$27.12	$26.95	$ 8.27	$ 7.84	0.33	0.34	0.21	0.21	43.2	42.1	$ 5.72	$ 5.39	-4.6
Independent	40.79	40.64	8.80	8.36	0.35	0.36	0.23	0.24	44.8	43.3	5.65	5.25	-4.6
LOCATION:													
Center City	$33.22	$33.36	$ 9.50	$ 9.03	0.32	0.32	0.21	0.21	47.1	45.4	$ 6.82	$ 6.30	-5.1
Suburban	27.09	27.67	7.44	7.07	0.36	0.36	0.23	0.23	41.5	39.5	4.76	4.40	-7.3
Highway	21.07	20.40	5.26	5.88	0.37	0.37	0.23	0.23	37.1	37.8	3.38	3.42	0.5
Airport	25.21	25.37	7.29	7.00	0.35	0.36	0.22	0.22	40.6	39.4	4.59	4.44	-4.9
Resort	38.86	37.14	9.13	8.52	0.35	0.36	0.22	0.22	40.6	40.1	5.45	5.08	-2.9
SIZE:													
Under 150 Rooms	$26.21	$26.24	$ 6.53	$ 6.23	0.39	0.39	0.24	0.25	38.3	38.0	$ 3.78	$ 3.62	-5.1
150 to 300 Rooms	25.36	25.61	7.18	6.86	0.36	0.36	0.23	0.23	42.3	41.1	4.56	4.35	-5.4
300 to 600 Rooms	31.00	31.26	8.51	8.08	0.33	0.34	0.21	0.22	45.5	43.5	5.66	5.20	-4.9
Over 600 Rooms	38.30	36.77	10.88	10.29	0.30	0.31	0.19	0.20	44.4	43.6	7.40	7.00	-2.9
TYPE:													
Hotel	$35.48	$35.28	$ 9.18	$ 8.70	0.33	0.34	0.21	0.22	44.6	43.1	$ 6.16	$ 5.72	-4.9
Motor Hotel	21.56	21.46	6.54	6.20	0.37	0.37	0.23	0.23	40.1	39.8	4.24	4.07	-3.7

YEAR TO DATE TREND REPORT - AS OF FEBRUARY 1983

	SALES PERCENT CHANGE				OCCUPANCY PERCENT		DOUBLE OCCUPANCY PERCENT		ROOM SALES PER OCCUPIED ROOM		TOTAL SALES PER OCCUPIED ROOM	
	TOTAL	ROOMS	F&B	OTHER	FEB	% CHG	FEB	% CHG	FEB	% CHG	FEB	% CHG
TOTAL	0.7	1.6	-1.2	0.4	59.9	-2.0	48.1	5.9	$ 50.76	2.7	$ 77.05	1.8
REGION:												
Northeast	1.1	1.0	0.4	5.3	56.0	-3.9	31.4	7.9	$ 67.80	4.7	$107.19	4.8
Southeast	13.7	17.1	8.0	3.6	73.0	13.4	52.1	7.2	53.52	0.3	79.03	-2.6
North Central	-2.0	-1.4	-2.9	-3.0	48.4	-3.0	33.0	1.9	36.73	1.9	59.06	1.3
South Central	-11.1	-11.5	-10.4	-9.1	58.1	-12.4	35.4	-5.6	48.10	0.4	72.28	0.9
West	3.0	3.9	0.5	7.6	63.9	-3.6	46.5	-4.9	49.53	6.6	72.51	5.6
AFFILIATION:												
Chain	0.8	1.4	-1.0	2.7	60.5	-2.6	45.6	7.8	$ 49.21	2.5	$ 73.04	1.8
Independent	0.3	2.1	-1.8	-5.5	57.3	-0.5	57.3	0.5	57.18	3.5	93.71	1.7
LOCATION:												
Center City	-3.4	-3.2	-4.6	0.7	54.3	-5.4	37.4	0.3	$ 62.63	1.9	$ 98.14	1.6
Suburban	-6.0	-6.0	-6.2	-4.8	57.6	-7.5	36.0	1.4	44.53	1.0	68.69	1.0
Highway	10.9	11.7	9.3	6.6	61.6	2.8	57.4	14.3	34.89	6.3	47.20	5.6
Airport	-2.7	-2.9	-3.0	2.0	65.7	-5.5	31.7	-4.8	47.02	1.6	72.10	1.8
Resort	9.2	12.2	4.9	-0.2	68.2	6.6	90.2	3.2	67.69	4.3	105.83	1.5
SIZE:												
Under 150 Rooms	1.0	1.6	-1.1	-0.5	57.5	-3.7	52.0	3.2	$ 34.42	5.6	$ 45.88	4.9
150 to 300 Rooms	-1.2	-0.4	-3.1	-1.7	60.9	-2.4	44.8	4.9	46.18	1.8	69.72	0.9
300 to 600 Rooms	-1.9	-1.5	-3.1	2.2	59.0	-3.4	48.2	4.3	59.45	0.5	94.60	0.1
Over 600 Rooms	5.3	6.9	2.8	1.4	61.9	1.8	49.6	11.7	71.30	1.0	112.58	-0.5
TYPE:												
Hotel	-1.2	-0.4	-2.6	-0.3	58.9	-3.9	43.4	1.4	$ 64.38	2.7	$104.60	2.0
Motor Hotel	4.7	5.4	2.7	5.2	62.5	-	54.4	11.9	41.20	3.5	57.48	2.8
Economy	1.6	2.0	13.6	-33.9	54.5	-2.7	46.0	-1.7	25.47	5.0	26.89	4.7

* INSUFFICIENT RESPONSE

TREND REPORT FEBRUARY 1983 COMPARED WITH FEBRUARY 1982

	SALES PERCENT CHANGE				OCCUPANCY PERCENT		DOUBLE OCCUPANCY PERCENT		ROOM SALES PER OCCUPIED ROOM		TOTAL SALES PER OCCUPIED ROOM	
	TOTAL	ROOMS	F&B	OTHER	FEB	% CHG	FEB	% CHG	FEB	% CHG	FEB	% CHG
TOTAL	0.4	1.7	-2.3	-1.1	64.4	-2.1	51.7	5.1	$ 51.70	3.1	$ 78.39	1.7
REGION:												
Northeast	-0.8	-0.6	-2.2	3.8	56.4	-2.9	31.7	7.5	$ 64.55	3.4	$105.06	3.2
Southeast	11.2	14.5	5.6	1.4	81.4	8.2	82.7	5.4	56.53	2.5	82.67	-0.3
North Central	-1.9	-0.5	-4.7	-0.9	50.8	-3.1	35.2	7.3	35.92	2.8	56.47	1.3
South Central	-11.6	-11.8	-11.3	-10.7	61.2	-11.8	36.9	-4.7	48.84	-0.3	74.12	-0.1
West	5.4	6.8	2.2	6.8	68.3	-1.4	52.6	-6.6	51.29	7.5	75.56	6.1
AFFILIATION:												
Chain	0.3	1.2	-2.3	1.3	64.8	-2.3	49.3	7.2	$ 49.66	2.4	$ 73.54	1.4
Independent	0.8	3.4	-2.4	-7.1	62.9	-1.4	60.6	-	59.97	5.4	98.16	2.7
LOCATION:												
Center City	-4.1	-3.4	-6.0	-1.2	57.6	-3.7	39.0	2.4	$ 61.49	1.1	$ 97.30	0.4
Suburban	-8.3	-8.0	-9.0	-8.9	60.4	-8.3	37.6	-1.6	44.55	0.1	68.56	-0.3
Highway	10.7	12.0	7.5	5.6	66.8	1.4	64.6	14.9	35.32	8.0	49.12	6.8
Airport	-	0.4	-2.0	9.0	69.0	-2.3	33.8	-0.6	47.32	1.3	71.77	0.9
Resort	7.6	10.3	3.9	-2.2	78.4	3.3	90.3	-2.3	72.95	5.7	112.83	3.1
SIZE:												
Under 150 Rooms	2.0	3.5	-2.8	0.2	62.6	-2.8	56.1	3.5	$ 36.10	6.9	$ 47.90	5.3
150 to 300 Rooms	-1.2	0.4	-4.4	-3.5	65.8	-2.9	51.1	4.9	47.53	3.1	70.85	1.4
300 to 600 Rooms	-2.8	-2.6	-4.4	4.9	63.1	-4.2	51.4	4.9	59.97	0.4	95.91	0.2
Over 600 Rooms	4.2	6.1	2.1	-3.0	65.6	3.1	49.2	8.6	70.80	0.6	113.28	-1.2
TYPE:												
Hotel	-1.6	-0.5	-3.5	-2.3	63.3	-3.1	46.3	0.7	$ 65.86	2.5	$107.66	1.3
Motor Hotel	4.5	5.6	1.0	6.1	67.7	-0.9	58.7	10.5	41.95	4.8	57.73	3.7
Economy	3.1	3.5	17.6	-31.3	58.0	-1.9	52.7	1.0	26.57	5.5	28.55	5.2

- NO CHANGE

TREND REPORT MARCH 1983 COMPARED WITH MARCH 1982

	SALES PERCENT CHANGE				OCCUPANCY PERCENT		DOUBLE OCCUPANCY PERCENT		ROOM SALES PER OCCUPIED ROOM		TOTAL SALES PER OCCUPIED ROOM	
	TOTAL	ROOMS	F&B	OTHER	MAR	% CHG	MAR	% CHG	MAR	% CHG	MAR	% CHG
TOTAL	-	1.0	-2.8	4.1	68.8	-2.4	51.9	11.9	$ 52.35	2.9	$ 78.39	1.9
REGION:												
Northeast	3.2	2.5	3.0	12.2	65.3	1.6	38.2	26.9	$ 63.42	2.8	$ 97.98	3.4
Southeast	7.4	10.5	0.1	9.0	82.2	4.3	83.6	9.9	57.17	3.5	82.48	0.7
North Central	0.3	1.7	-2.2	2.4	57.9	-0.2	33.6	-4.3	41.48	2.8	67.74	1.5
South Central	-12.8	-13.4	-11.8	-9.4	64.7	-13.6	40.0	7.2	47.02	-1.2	68.51	-0.6
West	2.8	5.1	-2.2	6.0	72.7	-1.0	54.4	13.1	52.53	5.3	78.28	2.9
AFFILIATION:												
Chain	0.4	1.2	-2.4	7.6	69.5	-2.7	49.1	12.6	$ 51.39	3.2	$ 75.83	2.4
Independent	-1.6	0.1	-3.8	-7.6	65.8	-1.2	63.3	9.5	56.39	1.6	89.17	-
LOCATION:												
Center City	-1.1	-0.6	-3.3	7.1	65.3	-1.8	44.0	16.7	$ 61.76	1.3	$ 95 92	0.8
Suburban	-3.8	-4.5	-1.9	-5.3	65.4	-6.3	36.9	1.7	44.40	0.9	67.48	1.7
Highway	5.5	6.4	1.0	24.2	71.0	-2.1	62.3	18.7	39.15	6.5	53.39	5.6
Airport	-2.0	-1.6	-2.9	-1.4	73.6	-3.4	29.9	-	46.56	1.5	69.13	1.1
Resort	2.2	6.0	-4.8	-3.3	74 5	1.5	98.2	7.3	68.65	4.8	103.03	1.1
SIZE:												
Under 150 Rooms	1.0	1.9	-1.4	-1.5	67.7	-3.7	56.4	6.2	$ 38.73	5.6	$ 53.02	4.6
150 to 300 Rooms	-1.1	-0.1	-3.3	-3.0	70.2	-2.8	50.5	13.2	45.51	3 1	66.83	2.0
300 to 600 Rooms	-3.3	-3.2	-3.6	-2.8	65.7	-5.5	52.3	7.6	60.01	0.5	93.28	0.4
Over 600 Rooms	3.5	5.3	-2.1	16.5	70.2	2.5	50.3	21.2	71.31	1.2	110.99	-0.5
TYPE:												
Hotel	-1.4	-0.5	-3.6	3.3	67.6	-3.2	47.6	13.1	$ 62.23	2.2	$ 98.74	1.3
Motor Hotel	2.9	3.8	-0.4	8.3	70.7	-2.1	57.6	11.4	43.33	4.6	59.66	3.7
Economy	0.3	0.6	8.1	-19.9	65.0	0.8	56.2	3.7	29.18	3.5	31.70	3.2

- NO CHANGE

TWELVE MONTH TREND REPORT - AS OF MARCH 1983

	SALES PERCENT CHANGE				OCCUPANCY PERCENT		DOUBLE OCCUPANCY PERCENT		ROOM SALES PER OCCUPIED ROOM		TOTAL SALES PER OCCUPIED ROOM	
	TOTAL	ROOMS	F&B	OTHER	MAR	% CHG	MAR	% CHG	MAR	% CHG	MAR	% CHG
TOTAL	1.0	1.5	-0.4	7.4	64.3	-4.3	53.1	2.9	$ 48.88	5.4	$ 72.68	4.9
REGION:												
Northeast	3.3	2.5	3.1	24.2	67.2	-3.9	40.1	2.8	$ 68.51	6.6	$103.06	7.5
Southeast	5.5	6.7	2.9	7.7	66.3	1.5	87.4	3.9	50.35	3.7	75.88	2.5
North Central	-0.8	0.5	-3.2	-2.1	59.6	-3.6	42.1	2.9	35.79	4.7	53.79	3.4
South Central	-5.0	-4.8	-5.2	-8.5	63.0	-9.5	42.4	-0.9	46.83	4.5	68.24	4.3
West	3.1	4.3	0.5	6.3	68.9	-4.0	57.2	-1.7	47.47	7.0	69.21	5.8
AFFILIATION:												
Chain	1.3	1.6	-0.2	11.6	65.4	-4.2	50.5	3.3	$ 47.78	5.1	$ 69.56	4.8
Independent	0.2	0.9	-0.9	-2.5	60.1	-4.5	62.5	1.8	53.46	6.3	85.67	5.5
LOCATION:												
Center City	0.3	0.3	-1.0	14.5	62.0	-4.6	42.9	1.7	$ 62.89	5.0	$ 94.95	5.0
Suburban	-2.1	-2.0	-2.5	-2.1	63.7	-7.0	43.4	-0.2	43.07	4.8	64.97	4.6
Highway	5.0	5.5	3.1	10.7	66.0	-2.8	63.3	5.3	32.67	7.3	42.91	6.7
Airport	-1.7	-1.4	-2.2	-2.2	67.1	-5.2	34.3	-2.6	46.06	4.2	69.47	4.0
Resort	4.7	6.4	2.2	1.1	65.3	-0.9	97.1	2.9	60.30	6.2	95.92	4.5
SIZE:												
Under 150 Rooms	1.3	1.9	-0.6	-0.7	65.6	-5.1	58.3	1.0	$ 32.59	7.3	$ 42.08	6.7
150 to 300 Rooms	-0.8	-0.2	-1.9	-2.6	63.5	-4.5	49.3	2.9	44.69	4.3	67.54	3.7
300 to 600 Rooms	-0.6	-	-1.8	1.3	62.9	-5.3	54.3	2.1	57.32	4.5	88.95	3.9
Over 600 Rooms	4.6	4.6	2.9	21.3	65.7	-1.2	52.4	5.6	71.66	4.2	109.86	4.2
TYPE:												
Hotel	0.5	0.7	-0.6	8.4	63.5	-4.4	48.3	1.9	$ 61.85	4.9	$ 97.89	4.7
Motor Hotel	1.9	2.6	-	5.5	64.8	-3.9	59.5	4.6	41.13	4.5	57.69	4.9
Economy	3.3	3.4	7.6	-8.7	66.0	-4.9	53.6	-1.3	24.63	8.7	25.38	8.6

- NO CHANGE

TWELVE MONTH FOOD AND BEVERAGE REPORT - AS OF MARCH 1983

	F&B SALES PER OCCUPIED ROOM		AVERAGE RECEIPT PER COVER		FOOD COST PERCENT OF FOOD SALES		BEV COST PERCENT OF BEV SALES		F&B PAYROLL PERCENT OF F&B SALES		F&B PAYROLL PER COVER		NUMBER COVERS SERVED
	1983	1982	1983	1982	1983	1982	1983	1982	1983	1982	1983	1982	% CHG
TOTAL	$29.62	$29.74	$ 8.46	$ 8.07	0.34	0.34	0.22	0.22	43.2	41.9	$ 5.57	$ 5.23	-4.8
REGION:													
Northeast	$35.24	$34.20	$10.22	$ 9.52	0.32	0.32	0.20	0.21	47.8	46.8	$ 7.50	$ 6.91	-3.2
Southeast	28.08	27.30	8.40	8.05	0.34	0.35	0.22	0.22	40.2	39.8	5.24	5.08	-1.6
North Central	29.90	30.89	7.22	6.99	0.35	0.36	0.23	0.23	42.2	41.7	4.28	4.21	-5.3
South Central	24.91	26.28	7.91	7.72	0.35	0.35	0.22	0.22	40.6	37.7	4.88	4.50	-8.1
West	32.29	32.15	8.65	8.13	0.34	0.34	0.22	0.22	43.7	42.7	5.51	5.06	-5.3
AFFILIATION:													
Chain	$26.98	$2727.04	8.29	$ 7.92	0.33	0.34	0.21	0.21	42.7	41.5	$ 5.55	$ 5.23	-4.6
Independent	40.99	41.38	8.88	8.44	0.35	0.36	0.23	0.24	44.9	43.2	5.63	5.23	-5.4
LOCATION:													
Center City	$33.18	$33.52	$ 9.52	$ 9.10	0.32	0.32	0.21	0.21	46.8	45.0	$ 6.70	$ 6.20	-5.2
Suburban	26.93	27.62	7.48	7.14	0.36	0.36	0.23	0.23	41.2	39.4	4.65	4.33	-7.6
Highway	20.88	20.25	6.29	5.96	0.37	0.37	0.23	0.23	37.1	37.7	3.29	3.36	1.5
Airport	25.26	25.81	7.31	7.09	0.35	0.36	0.22	0.22	40.0	38.9	4.48	4.33	-5.9
Resort	38.56	37.74	9.17	8.57	0.35	0.35	0.22	0.22	39.9	39.2	5.42	5.00	-3.8
SIZE:													
Under 150 Rooms	$26.22	$26.38	$ 6.61	$ 6.28	0.39	0.39	0.24	0.25	38.1	37.8	$ 3.77	$ 3.62	-5.2
150 to 300 Rooms	25.10	25.57	7.14	6.84	0.36	0.36	0.23	0.23	41.8	40.6	4.37	4.20	-5.8
300 to 600 Rooms	31.21	31.77	8.55	8.19	0.33	0.34	0.22	0.22	45.3	43.3	5.65	5.22	-5.3
Over 600 Rooms	37.88	36.80	10.95	10.45	0.30	0.31	0.19	0.20	44.0	42.9	7.34	6.89	-2.8
TYPE:													
Hotel	$35.36	$35.56	$ 9.19	$ 8.75	0.33	0.33	0.21	0.22	44.2	42.6	$ 6.07	$ 5.63	-5.4
Motor Hotel	21.45	21.44	6.61	6.30	0.37	0.37	0.23	0.23	39.9	39.5	4.11	3.98	-3.3

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Certified Public Accountants

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NATIONAL TREND OF BUSINESS
Lodging Industry

A SERVICE TO THE CLIENTS OF LAVENTHOL & HORWATH

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MARCH 1983 COMPARED WITH MARCH 1982

DOUBLE OCCUPANCY INCREASES 11.9 PERCENT; TOTAL SALES REMAIN UNCHANGED

The seasonally unadjusted occupancy rate for March 1983 reached 68.8 percent, the highest reported since August 1982. In comparison with March 1982 this was a modest decline of 2.4 percent. During the past several months, properties in the Southeastern Region have been reporting increases in occupancy levels and this month they were joined by properties in the Northeastern Region. Single occupancies were up 1.6 percent while the double occupancy rate jumped nearly 27 percent over March 1982. The over 600-room center city properties benefited from an increase in convention and tourist related business, while highway properties accommodated die-hard skiers taking advantage of March's good weather at winter resorts.

Nationally, total revenues remained unchanged from March 1982 levels. Food covers decreased slightly over 4 percent from last year which resulted in a 2.8 percent drop in food and beverage sales, while room sales and other sales increased by one percent and 4.1 percent respectively. Once again, increases in room sales translated into sharp increases in other revenues for highway properties and those over 600 rooms. Room sales per occupied room rose steadily during the first quarter of 1983 up almost 3 percent from March last year. Hotels in the South Central region suffered a decrease in room sales per occupied room which was mostly due to increased competition in the lodging industry as management attempted to boost market share by discounting room rates.

Comparing twelve months ended March 1983 with those of 1982 indicates little positive change in the national occupancy rate at this time. However, as we move into the summer months, occupancy levels should begin to rise above last year's levels.

	Projections	Actual Last Year
May 1983	64-66%	67.1%
June 1983	68-70%	70.6%
July 1983	68-70%	69.1%

SEASONALLY ADJUSTED OCCUPANCY RATES FOR THE MAJOR CLASSIFICATIONS

	This Month	Percentage Changes*
TOTAL U.S.A.	64.3%	– 0.9%
AFFILIATION:		
Chain	65.6	3.8
Independent	60.5	– 5.3
AREA:		
Northeast	66.6	3.3
Southeast	67.8	– 10.4
North Central	57.9	5.0
South Central	59.9	3.0
West	65.9	4.4
LOCATION:		
Center City	62.7	4.6
Suburban	63.3	4.4
Highway	67.6	2.9
Airport	69.0	2.8
Resort	63.8	– 11.9
SIZE:		
Under 150 rooms	64.4	2.1
150 to 299 rooms	65.0	—
300 to 600 rooms	60.9	– 3.2
Over 600 rooms	67.1	– 1.1
TYPE:		
Hotel	63.9	0.9
Motor Hotel	67.7	0.2
Economy	61.1	6.8

*FROM PREVIOUS MONTH
—NO CHANGE

Randell A. Smith, Associate Director
Christine Bodnar, Research Associate
Research and Development

YEAR TO DATE TREND REPORT - AS OF MARCH 1983

	SALES PERCENT CHANGE				OCCUPANCY PERCENT		DOUBLE OCCUPANCY PERCENT		ROOM SALES PER OCCUPIED ROOM		TOTAL SALES PER OCCUPIED ROOM	
	TOTAL	ROOMS	F&B	OTHER	MAR	% CHG	MAR	% CHG	MAR	% CHG	MAR	% CHG
TOTAL	0.4	1.3	-1.8	1.7	63.1	-2.3	49.4	7.9	$ 51.32	2.7	$ 77.72	1.8
REGION:												
Northeast	1.9	1.6	1.4	8.0	59.4	-1.8	34.3	15.9	$ 66.15	3.9	$103.76	4.2
Southeast	10.8	14.0	4.4	5.1	76.3	9.3	83.0	8.5	54.97	1.5	80.33	-1.3
North Central	-1.3	-0.3	-3.0	-1.1	52.1	-2.1	33.9	-1.2	38.82	2.2	63.42	1.1
South Central	-11.7	-12.2	-10.9	-9.2	60.4	-12.8	37.1	-0.8	47.70	-0.2	70.87	0.4
West	3.2	4.6	-	6.9	67.7	-2.4	49.2	1.7	51.04	5.8	76.01	4.4
AFFILIATION:												
Chain	0.6	1.3	-1.6	4.4	63.8	-2.6	46.9	9.3	$ 50.06	2.8	$ 74.43	2.1
Independent	-0.5	1.2	-2.6	-6.1	60.3	-0.8	59.5	4.0	56.66	2.5	91.68	0.8
LOCATION:												
Center City	-2.3	-2.0	-3.9	3.2	58.6	-3.8	40.3	6.9	$ 61.99	1.6	$ 97.05	1.3
Suburban	-5.2	-5.5	-4.6	-4.9	60.5	-7.1	36.4	1.4	44.40	0.9	68.30	1.2
Highway	8.6	9.4	5.6	12.7	64.6	0.8	59.1	15.0	36.59	6.3	49.84	5.5
Airport	-2.9	-2.8	-3.5	-	68.7	-4.6	31.1	-3.7	47.09	1.5	71.99	1.4
Resort	6.4	9.7	1.2	-1.1	70.4	4.8	93.3	4.8	68.00	4.3	104.53	1.2
SIZE:												
Under 150 Rooms	0.9	1.7	-1.2	-0.6	60.8	-3.6	53.7	4.5	$ 35.93	5.6	$ 48.43	4.8
150 to 300 Rooms	-1.2	-0.3	-3.2	-2.1	64.4	-2.4	46.8	7.8	45.83	2.2	68.73	1.2
300 to 600 Rooms	-2.2	-1.8	-3.1	0.3	61.7	-4.0	48.9	4.7	59.49	0.5	94.20	0.2
Over 600 Rooms	4.3	5.9	0.5	6.9	65.1	1.9	50.2	15.1	71.25	1.2	112.01	-0.4
TYPE:												
Hotel	-1.3	-0.5	-3.0	0.9	62.4	-3.6	45.0	5.6	$ 63.26	2.5	$102.11	1.7
Motor Hotel	3.8	4.6	1.3	6.2	65.6	-0.8	55.4	11.5	42.07	3.8	58.60	3.0
Economy	1.2	1.6	11.5	-28.2	56.7	-2.1	49.6	0.6	26.39	4.7	28.04	4.3

- NO CHANGE

YEAR TO DATE FOOD AND BEVERAGE REPORT - AS OF MARCH 1983

	F&B SALES PER OCCUPIED ROOM		AVERAGE RECEIPT PER COVER		FOOD COST PERCENT OF FOOD SALES		BEV COST PERCENT OF BEV SALES		F&B PAYROLL PERCENT OF F&B SALES		F&B PAYROLL PER COVER		NUMBER COVERS SERVED
	1983	1982	1983	1982	1983	1982	1983	1982	1983	1982	1983	1982	% CHG
TOTAL	$29.19	$29.73	$ 8.52	$ 8.33	0.34	0.34	0.22	0.22	43.9	42.4	$ 5.40	$ 5.15	-3.6
REGION:													
Northeast	$35.11	$34.62	$10.03	$ 9.47	0.33	0.33	0.21	0.21	52.9	51.0	$ 7.78	$ 7.15	-3.8
Southeast	26.47	25.37	8.56	8.52	0.33	0.35	0.22	0.22	37.8	37.6	4.77	4.83	5.4
North Central	31.28	32.26	7.61	7.37	0.35	0.36	0.24	0.23	43.8	42.9	4.55	4.35	-4.8
South Central	25.39	28.50	8.08	8.20	0.34	0.34	0.23	0.23	40.8	38.3	4.78	4.57	-10.3
West	31.88	31.88	8.48	8.19	0.34	0.34	0.21	0.22	44.6	43.4	5.08	4.76	-2.6
AFFILIATION:													
Chain	$26.44	$26.86	$ 8.25	$ 8.13	0.33	0.34	0.22	0.22	43.3	41.9	$ 5.28	$ 5.06	-3.0
Independent	41.98	43.10	9.24	8.87	0.35	0.36	0.23	0.24	45.7	44.1	5.76	5.43	-5.1
LOCATION:													
Center City	$33.33	$34.68	$ 9.42	$ 9.24	0.32	0.33	0.21	0.21	48.7	46.3	$ 6.61	$ 6.17	-5.1
Suburban	26.56	27.83	7.55	7.39	0.35	0.36	0.24	0.23	42.6	41.1	4.62	4.41	-7.1
Highway	20.47	19.38	6.34	6.19	0.35	0.37	0.23	0.23	37.2	37.8	3.15	3.31	9.5
Airport	25.06	25.97	7.45	7.19	0.36	0.36	0.23	0.23	39.7	39.0	4.31	4.06	-7.5
Resort	37.55	37.12	9.87	9.51	0.34	0.35	0.22	0.22	38.7	37.7	5.45	5.21	-0.8
SIZE:													
Under 150 Rooms	$26.27	$26.60	$ 6.90	$ 6.61	0.38	0.39	0.24	0.24	38.5	38.4	$ 3.85	$ 3.71	-3.9
150 to 300 Rooms	23.35	24.11	7.00	6.78	0.36	0.36	0.24	0.23	41.7	40.5	4.18	4.00	-4.8
300 to 600 Rooms	32.18	33.20	8.71	8.54	0.33	0.33	0.22	0.22	45.7	44.5	5.66	5.42	-4.6
Over 600 Rooms	37.80	37.60	11.04	11.02	0.31	0.32	0.20	0.20	45.8	43.6	7.28	6.95	-0.4
TYPE:													
Hotel	$35.66	$36.75	$ 9.19	$ 8.98	0.33	0.34	0.22	0.22	45.1	43.3	$ 5.99	$ 5.63	-4.9
Motor Hotel	20.07	19.81	6.74	6.52	0.36	0.37	0.23	0.23	40.0	39.7	3.92	3.87	0.3

FOOD AND BEVERAGE REPORT - MARCH 1983 COMPARED WITH MARCH 1982

	F&B SALES PER OCCUPIED ROOM		AVERAGE RECEIPT PER COVER		FOOD COST PERCENT OF FOOD SALES		BEV COST PERCENT OF BEV SALES		F&B PAYROLL PERCENT OF F&B SALES		F&B PAYROLL PER COVER		NUMBER COVERS SERVED
	1983	1982	1983	1982	1983	1982	1983	1982	1983	1982	1983	1982	% CHG
TOTAL	$27.95	$28.74	$ 8.27	$ 8.10	0.34	0.34	0.22	0.22	42.0	40.6	$ 5.04	$ 4.79	-4.3
REGION:													
Northeast	$32.30	$31.37	$ 9.48	$ 8.83	0.33	0.32	0.21	0.21	49.2	48.0	$ 6.86	$ 6 31	-1.8
Southeast	27.31	27.28	8.15	7.97	0.33	0.34	0.23	0.22	35.2	34.5	4.53	4.39	-0.8
North Central	30.30	30.97	8.09	7.95	0.36	0.37	0.23	0.23	42.5	42.4	4.67	4.69	-2.1
South Central	22.73	25.78	7.51	7.64	0.35	0.34	0.22	0.22	41.1	38.1	4.35	4.09	-11.1
West	30.11	30.80	8.42	8.36	0.33	0.33	0.22	0.22	44.4	41.9	4.80	4.56	-3.3
AFFILIATION:													
Chain	$25.34	$25.97	$ 8.00	$ 7.89	0.33	0.34	0.21	0.21	41.1	39.8	$ 4.90	$ 4.69	-3.6
Independent	40.64	42.26	9.03	8.67	0.35	0.35	0.24	0.24	45.1	42.9	5.49	5.10	-6.0
LOCATION:													
Center City	$31.94	$33.01	$ 9.33	$ 9.16	0.32	0.32	0.21	0.21	45.4	43.2	$ 6.10	$ 5.68	-5.0
Suburban	24.98	25.46	7.33	7.15	0.35	0.36	0.22	0.23	41.3	40.2	4.41	4.22	-4.8
Highway	20.29	20.09	6.09	6.04	0.36	0.37	0.24	0.23	37.2	37.3	3.00	3.15	6.3
Airport	22.66	23.33	7.31	7.22	0.36	0.37	0.22	0.23	39.1	39.5	4.16	4.18	-5.7
Resort	36.22	38.03	9.36	8.77	0.33	0.33	0.23	0.22	36.3	34.8	5.19	4.51	-8.8
SIZE:													
Under 150 Rooms	$25.69	$26.05	$ 6.91	$ 6.58	0.38	0.39	0.24	0.23	36.9	36.9	$ 3.70	$ 3.61	-3.4
150 to 300 Rooms	21.43	22.15	6.66	6.53	0.36	0.37	0.23	0.23	40.0	39.4	3.76	3.71	-2.6
300 to 600 Rooms	31.44	32.60	8.82	8.56	0.33	0.33	0.22	0.22	45.9	44.4	5.80	5.45	-6.9
Over 600 Rooms	37.17	37.96	10.85	10.71	0.31	0.31	0.20	0.20	42.2	39.7	6.74	6.18	-4.2
TYPE:													
Hotel	$33.35	$34.61	$ 9.01	$ 8.77	0.33	0.33	0.22	0.22	42.9	41.2	$ 5.66	$ 5.24	-6.1
Motor Hotel	19.69	19.77	6.57	6.45	0.37	0.37	0.23	0.23	39.2	38.6	3.71	3.72	0.4

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NATIONAL TREND OF BUSINESS

Lodging Industry

A SERVICE TO THE CLIENTS OF LAVENTHOL & HORWATH

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APRIL 1983 COMPARED WITH APRIL 1982

OCCUPANCY DECLINES ONLY 1.9 PERCENT; TOTAL SALES INCREASE 2 PERCENT

April 1983 total occupancy of 67.3 percent was only 1.9 percent below the same month last year. When compared to the corresponding month of the previous year, this is the smallest monthly decline in total occupancy reported during the past twelve months. More importantly, it is the first major indication of demand rebounding in the lodging industry after a lengthy stagnation. Significant improvements were reported for properties in the Northeast, Southeast and North Central regions, but properties in the South Central and Western regions suffered declines partially due to torrential rain and flooding conditions which hampered travel. Positive gains were also reported in the center-city and over-600 room property segments.

An increase in room sales of 1.7 percent combined with an increase in food and beverage sales of nearly 3 percent and other revenues of 1.9 percent pushed total sales up a healthy 2.0 percent over April 1982. Properties experiencing the largest increases in sales were those located in the Northeast region of the country and those that contained 600 or more rooms. In comparison to April 1982 total food and beverage costs, as a percent of sales, remained relatively unchanged for the properties included in our sample. Food covers decreased negligibly, while total average receipt per cover rose $.59 from last year's level.

For the twelve-months ended April 1983, the occupancy rate was 64.2 percent, a decline of 4.2 percent, when compared to the same time frame of the previous year. Again, this was a slightly lower rate of decline in occupancy than reported last month. As of this month we have reported 40 consecutive months of declines in occupancy levels. During the next few months we anticipate this trend will be broken and that the summer months will generate healthy increases in occupancies and revenues.

		Projections	Actual Last Year
June	1983	68-70%	70.6%
July	1983	68-70%	69.1%
August	1983	69-71%	69.2%

SEASONALLY ADJUSTED OCCUPANCY RATES FOR THE MAJOR CLASSIFICATIONS

	This Month	Percentage Changes*
TOTAL U.S.A.	63.5%	– 1.2%
AFFILIATION:		
Chain	60.4	– 7.9
Independent	62.2	2.8
AREA:		
Northeast	70.6	6.0
Southeast	66.8	– 1.4
North Central	61.0	5.3
South Central	58.8	– 1.8
West	62.7	– 3.3
LOCATION:		
Center City	62.0	– 1.1
Suburban	61.9	– 2.2
Highway	64.9	– 3.9
Airport	64.7	– 6.2
Resort	72.1	13.0
SIZE:		
Under 150 rooms	63.5	– 1.3
150 to 299 rooms	63.0	– 3.0
300 to 600 rooms	60.3	– 0.9
Over 600 rooms	68.6	2.2
TYPE:		
Hotel	62.6	– 2.0
MotorHotel	65.4	– 3.3
Budget	60.7	– 0.6

*FROM PREVIOUS MONTH

Randeli A. Smith, Associate Director
Christine Bodnar, Research Associate
Research and Development

YEAR TO DATE TREND REPORT - AS OF APRIL 1983

	SALES PERCENT CHANGE				OCCUPANCY PERCENT		DOUBLE OCCUPANCY PERCENT		ROOM SALES PER OCCUPIED ROOM		TOTAL SALES PER OCCUPIED ROOM	
	TOTAL	ROOMS	F&B	OTHER	APR	% CHG	APR	% CHG	APR	% CHG	APR	% CHG
TOTAL	0.7	1.4	-0.9	1.7	64.0	-2.1	51.2	6.0	$ 51.38	2.8	$ 78.19	2.1
REGION:												
Northeast	3.9	3.4	3.9	8.9	62.3	-	37.1	10.1	$ 65.75	4.2	$103.80	4.7
Southeast	9.5	12.3	3.5	5.6	76.6	7.9	87.6	6.6	55.69	1.3	81.92	-1.3
North Central	0.3	1.4	-1.8	1.7	54.3	-1.3	35.3	-1.7	38.49	2.8	62.69	1.6
South Central	-11.4	-12.1	-9.8	-10.7	60.6	-12.7	38.2	-0.3	48.23	-0.2	72.11	0.7
West	3.5	4.5	1.0	6.7	67.2	-2.2	51.0	-0.6	49.45	5.8	73.52	4.7
AFFILIATION:												
Chain	0.9	1.3	-0.5	3.7	64.6	-2.7	48.6	7.5	$ 49.95	2.8	$ 74.50	2.4
Independent	0.1	1.6	-1.9	-3.6	61.4	-0.5	61.3	2.2	57.17	2.6	93.20	1.1
LOCATION:												
Center City	-1.2	-0.8	-2.5	3.2	60.1	-2.9	41.4	5.1	$ 62.09	2.0	$ 97.32	1.7
Suburban	-4.5	-5.3	-2.9	-4.8	61.1	-6.7	38.3	1.9	44.84	0.7	69.81	1.6
Highway	7.9	8.6	5.5	9.1	65.3	0.3	61.5	12.0	35.99	6.2	48.90	5.5
Airport	-2.8	-2.9	-2.9	0.3	68.6	-4.7	31.4	-4.0	47.01	1.3	72.24	1.4
Resort	5.1	7.6	1.2	0.2	71.0	2.7	95.8	3.2	69.09	3.9	107.70	1.5
SIZE:												
Under 150 Rooms	0.7	1.1	-0.4	-	61.7	-3.9	54.8	3.2	$ 35.25	5.2	$ 47.05	4.8
150 to 300 Rooms	-1.3	-0.6	-2.5	-3.0	64.8	-2.6	47.9	5.5	45.95	1.9	69.60	1.3
300 to 600 Rooms	-2.0	-1.8	-2.7	1.8	62.4	-3.9	51.6	2.8	59.99	0.7	95.80	0.5
Over 600 Rooms	5.3	6.7	2.2	6.2	67.1	2.6	52.7	13.8	71.94	1.5	113.67	0.1
TYPE:												
Hotel	-0.6	-	-1.9	0.9	63.4	-3.2	46.1	3.8	$ 64.10	2.6	$104.32	2.0
Motor Hotel	3.7	4.2	2.0	5.8	66.2	-0.9	58.3	9.4	42.38	3.4	59.35	2.9
*Economy	0.5	0.7	12.3	-22.1	58.6	-2.7	49.2	-1.0	25.80	4.7	27.16	4.5

- NO CHANGE

YEAR TO DATE FOOD AND BEVERAGE REPORT - AS OF APRIL 1983

	F&B SALES PER OCCUPIED ROOM		AVERAGE RECEIPT PER COVER		FOOD COST PERCENT OF FOOD SALES		BEV COST PERCENT OF BEV SALES		F&B PAYROLL PERCENT OF F&B SALES		F&B PAYROLL PER COVER		NUMBER COVERS SERVED
	1983	1982	1983	1982	1983	1982	1983	1982	1983	1982	1983	1982	% CHG
TOTAL	$30.39	$30.66	$ 8.52	$ 8.25	0.34	0.34	0.22	0.22	43.0	42.0	$ 5.28	$ 5.06	-3.0
REGION:													
Northeast	$36.03	$34.69	$ 9.84	$ 9.23	0.33	0.33	0.21	0.21	50.0	49.3	$ 7.28	$ 6.79	-2.1
Southeast	27.72	26.78	8.50	8.36	0.34	0.35	0.22	0.22	37.5	37.4	4.67	4.72	4.2
North Central	32.30	32.90	7.55	7.31	0.35	0.36	0.23	0.23	42.9	42.5	4.39	4.25	-3.7
South Central	26.40	29.25	8.20	8.18	0.34	0.34	0.22	0.23	40.5	38.3	4.79	4.56	-9.7
West	33.25	32.93	8.57	8.21	0.34	0.34	0.21	0.22	44.4	43.5	5.05	4.74	-1.7
AFFILIATION:													
Chain	$27.46	$27.61	$ 8.25	$ 8.04	0.33	0.34	0.22	0.22	42.4	41.5	$ 5.16	$ 4.96	-2.5
Independent	42.97	43.80	9.21	8.81	0.35	0.36	0.23	0.23	44.8	43.7	5.61	5.32	-4.1
LOCATION:													
Center City	$34.12	$35.01	$ 9.36	$ 9.08	0.32	0.33	0.21	0.21	47.7	45.9	$ 6.44	$ 6.03	-4.3
Suburban	28.03	28.86	7.70	7.49	0.35	0.36	0.23	0.23	41.4	40.4	4.59	4.40	-5.9
Highway	21.14	20.03	6.28	6.12	0.36	0.37	0.23	0.23	36.4	37.1	3.06	3.17	9.4
Airport	25.63	26.38	7.50	7.22	0.35	0.36	0.23	0.23	39.7	39.3	4.29	4.10	-6.5
Resort	39.97	39.51	9.81	9.31	0.34	0.34	0.21	0.22	38.1	37.6	5.31	5.08	-1.7
SIZE:													
Under 150 Rooms	$27.16	$27.28	$ 6.90	$ 6.58	0.38	0.39	0.24	0.24	37.7	38.1	$ 3.76	$ 3.66	-3.1
150 to 300 Rooms	24.50	25.11	7.03	6.80	0.36	0.36	0.23	0.23	40.9	40.1	4.11	3.97	-4.5
300 to 600 Rooms	32.98	33.91	8.66	8.46	0.33	0.33	0.22	0.22	44.8	44.0	5.47	5.28	-4.0
Over 600 Rooms	38.93	38.08	10.99	10.74	0.31	0.32	0.20	0.20	44.7	43.1	7.04	6.70	0.4
TYPE:													
Hotel	$36.97	$37.70	$ 9.20	$ 8.88	0.33	0.34	0.22	0.22	44.2	42.8	$ 5.85	$ 5.51	-4.4
Motor Hotel	20.83	20.42	6.72	6.49	0.36	0.37	0.23	0.23	39.1	39.3	3.82	3.80	1.3

FOOD AND BEVERAGE REPORT - APRIL 1983 COMPARED WITH APRIL 1982

	F&B SALES PER OCCUPIED ROOM		AVERAGE RECEIPT PER COVER		FOOD COST PERCENT OF FOOD SALES		BEV COST PERCENT OF BEV SALES		F&B PAYROLL PERCENT OF F&B SALES		F&B PAYROLL PER COVER		NUMBER COVERS SERVED
	1983	1982	1983	1982	1983	1982	1983	1982	1983	1982	1983	1982	% CHG
TOTAL	$34.02	$33.11	$ 8.61	$ 8.02	0.34	0.34	0.21	0.22	40.0	40.7	$ 4.90	$ 4.79	-0.2
REGION:													
Northeast	$39.03	$34.55	$ 9.56	$ 8.60	0.31	0.33	0.20	0.21	43.2	45.7	$ 6.18	$ 6.05	4.8
Southeast	32.30	32.02	8.26	7.82	0.35	0.35	0.21	0.21	36.3	36.8	4.32	4.34	0.3
North Central	34.41	32.82	7.15	6.85	0.36	0.36	0.21	0.22	39.4	42.6	3.45	3.76	4.2
South Central	29.36	31.29	8.59	8.12	0.34	0.34	0.22	0.22	39.8	38.6	4.84	4.52	-7.8
West	40.39	38.27	9.01	8.32	0.34	0.35	0.22	0.22	42.9	44.4	4.80	4.62	2.7
AFFILIATION:													
Chain	$30.71	$29.68	$ 8.34	$ 7.73	0.33	0.34	0.21	0.21	39.3	40.1	$ 4.83	$ 4.71	-
Independent	45.08	44.55	9.13	8.59	0.35	0.35	0.22	0.22	41.6	42.3	5.06	4.97	-0.5
LOCATION:													
Center City	$36.75	$35.46	$ 9.36	$ 8.59	0.32	0.33	0.20	0.21	43.5	44.3	$ 5.88	$ 5.66	0.2
Suburban	31.51	30.63	8.29	7.84	0.34	0.35	0.23	0.23	38.8	39.3	4.70	4.56	-2.6
Highway	23.21	22.02	6.11	5.89	0.36	0.36	0.22	0.23	34.0	34.9	2.76	2.72	9.9
Airport	25.64	25.79	7.53	7.17	0.36	0.37	0.23	0.23	39.9	41.3	4.05	4.31	-0.5
Resort	47.07	46.55	9.63	8.76	0.34	0.34	0.20	0.21	36.9	37.3	4.93	4.73	-3.9
SIZE:													
Under 150 Rooms	$29.18	$28.36	$ 6.89	$ 6.37	0.39	0.40	0.23	0.24	34.4	37.0	$ 3.32	$ 3.42	0.5
150 to 300 Rooms	27.56	27.65	7.11	6.82	0.36	0.36	0.23	0.23	37.9	39.1	3.88	3.94	-3.4
300 to 600 Rooms	35.46	35.81	8.41	8.13	0.33	0.34	0.22	0.22	41.7	42.2	4.85	4.79	-0.9
Over 600 Rooms	42.49	39.36	10.97	9.87	0.31	0.31	0.19	0.19	41.2	41.5	6.28	5.94	4.1
TYPE:													
Hotel	$40.99	$40.14	$ 9.33	$ 8.62	0.33	0.33	0.21	0.21	40.9	41.3	$ 5.43	$ 5.18	-1.9
Motor Hotel	22.69	21.69	6.58	6.24	0.37	0.38	0.22	0.22	36.8	38.6	3.51	3.64	5.2

TWELVE MONTH TREND REPORT - AS OF APRIL 1983

	SALES PERCENT CHANGE				OCCUPANCY PERCENT		DOUBLE OCCUPANCY PERCENT		ROOM SALES PER OCCUPIED ROOM		TOTAL SALES PER OCCUPIED ROOM	
	TOTAL	ROOMS	F&B	OTHER	APR	% CHG	APR	% CHG	APR	% CHG	APR	% CHG
TOTAL	0.6	1.1	-0.8	2.5	64.2	-4.2	52.9	2.7	$ 49.07	4.9	$ 73.24	4.3
REGION:												
Northeast	2.9	2.5	3.0	8.8	67.3	-3.2	40.3	2.8	$ 67.78	6.1	$102.40	6.5
Southeast	5.5	7.1	2.1	7.3	66.2	1.8	88.7	3.9	50.80	3.2	76.50	1.7
North Central	-0.7	0.6	-3.4	-0.4	59.7	-3.2	41.8	2.0	36.13	4.6	54.64	3.2
South Central	-6.4	-6.3	-6.3	-9.5	62.3	-10.2	42.1	-0.9	46.91	3.7	68.75	3.6
West	2.9	4.0	0.4	6.2	68.6	-3.9	56.9	-2.4	47.33	6.7	69.19	5.6
AFFILIATION:												
Chain	0.8	1.2	-0.5	4.2	65.2	-4.3	50.2	3.3	$ 47.92	4.7	$ 69.99	4.3
Independent	-0.1	0.9	-1.6	-1.8	60.3	-4.0	62.6	1.3	53.79	5.8	86.58	4.8
LOCATION:												
Center City	-0.2	0.1	-1.5	3.9	61.9	-4.2	43.0	1.7	$ 62.83	4.6	$ 95.07	4.3
Suburban	-2.6	-2.6	-2.6	-2.4	63.4	-6.9	43.1	-	43.30	4.2	65.76	4.1
Highway	4.9	5.4	2.9	8.8	66.0	-2.7	63.4	5.5	32.80	6.9	43.22	6.4
Airport	-2.5	-2.3	-2.9	-1.8	66.8	-5.5	33.5	-3.5	46.14	3.7	69.90	3.5
Resort	4.1	5.8	1.5	1.5	69.2	-1.4	96.7	2.3	61.16	5.8	97.74	4.1
SIZE:												
Under 150 Rooms	0.9	1.4	-0.5	-0.3	65.3	-5.1	57.8	0.9	$ 32.71	6.8	$ 42.35	6.4
150 to 300 Rooms	-1.4	-0.8	-2.4	-3.0	63.3	-4.7	48.8	2.7	44.68	3.8	67.85	3.2
300 to 600 Rooms	-1.1	-0.5	-2.5	1.9	62.5	-5.4	54.4	1.3	57.74	4.0	90.13	3.4
Over 600 Rooms	4.3	4.8	2.6	7.7	66.0	-0.6	52.7	6.2	71.74	3.7	110.16	3.1
TYPE:												
Hotel	-0.1	0.4	-1.2	1.8	63.3	-4.2	48.0	1.5	$ 62.13	4.5	$ 98.83	4.1
Motor Hotel	1.7	2.3	-	5.4	64.8	-3.7	59.7	4.7	41.36	5.1	58.12	4.5
*Economy	2.5	2.5	9.5	-7.9	65.7	-4.8	52.0	-1.7	24.66	7.9	25.44	7.9

- NO CHANGE

TWELVE MONTH FOOD AND BEVERAGE REPORT - AS OF APRIL 1983

	F&B SALES PER OCCUPIED ROOM		AVERAGE RECEIPT PER COVER		FOOD COST PERCENT OF FOOD SALES		BEV COST PERCENT OF BEV SALES		F&B PAYROLL PERCENT OF F&B SALES		F&B PAYROLL PER COVER		NUMBER COVERS SERVED
	1983	1982	1983	1982	1983	1982	1983	1982	1983	1982	1983	1982	% CHG
TOTAL	$29.93	$30.17	$ 8.53	$ 8.13	0.34	0.34	0.22	0.22	42.9	41.8	$ 5.48	$ 5.17	-5.0
REGION:													
Northeast	$35.28	$34.26	$10.20	$ 9.52	0.32	0.32	0.20	0.21	47.0	46.4	$ 7.27	$ 6.75	-2.9
Southeast	28.15	27.56	8.47	8.12	0.34	0.35	0.22	0.22	39.8	39.5	5.12	4.98	-2.0
North Central	30.22	31.26	7.25	7.05	0.35	0.36	0.23	0.23	42.1	41.8	4.24	4.18	-5.1
South Central	25.21	26.90	8.03	7.82	0.35	0.35	0.22	0.22	40.5	37.8	4.87	4.51	-9.0
West	32.85	32.72	8.73	8.19	0.34	0.34	0.22	0.22	43.6	42.8	5.47	5.03	-5.1
AFFILIATION:													
Chain	$27.24	$27.39	$ 8.36	$ 7.98	0.33	0.34	0.21	0.22	42.3	41.3	$ 5.45	$ 5.16	-4.8
Independent	41.27	41.93	8.94	8.49	0.35	0.36	0.23	0.23	44.5	43.1	5.56	5.20	-5.5
LOCATION:													
Center City	$33.37	$33.87	$ 9.58	$ 9.13	0.32	0.32	0.21	0.21	46.5	45.0	$ 6.59	$ 6.12	-5.4
Suburban	27.31	28.05	7.55	7.24	0.36	0.36	0.23	0.23	40.8	39.3	4.63	4.34	-7.4
Highway	21.02	20.43	6.33	6.01	0.37	0.37	0.23	0.23	36.7	37.3	3.21	3.26	2.0
Airport	25.42	26.17	7.36	7.14	0.35	0.36	0.22	0.22	40.0	39.1	4.44	4.32	-6.5
Resort	39.28	38.70	9.29	8.67	0.34	0.35	0.22	0.22	39.4	38.9	5.34	4.97	-4.2
SIZE:													
Under 150 Rooms	$26.70	$26.85	$ 6.70	$ 6.36	0.39	0.39	0.24	0.25	37.6	37.7	$ 3.72	$ 3.60	-4.8
150 to 300 Rooms	25.30	25.92	7.17	6.88	0.36	0.36	0.23	0.23	41.4	40.4	4.32	4.16	-6.2
300 to 600 Rooms	31.51	32.32	8.58	8.22	0.33	0.34	0.22	0.22	44.9	43.3	5.55	5.17	-5.8
Over 600 Rooms	37.96	36.99	11.03	10.49	0.31	0.31	0.19	0.20	43.7	42.7	7.19	6.76	-2.5
TYPE:													
Hotel	$35.68	$36.10	$ 9.24	$ 8.79	0.33	0.33	0.21	0.22	43.9	42.5	$ 5.98	$ 5.56	-5.7
Motor Hotel	21.61	21.62	6.68	6.38	0.37	0.37	0.23	0.23	39.5	39.3	4.03	3.93	-2.9

TREND REPORT APRIL 1983 COMPARED WITH APRIL 1982

	SALES PERCENT CHANGE				OCCUPANCY PERCENT		DOUBLE OCCUPANCY PERCENT		ROOM SALES PER OCCUPIED ROOM		TOTAL SALES PER OCCUPIED ROOM	
	TOTAL	ROOMS	F&B	OTHER	APR	% CHG	APR	% CHG	APR	% CHG	APR	% CHG
TOTAL	2.0	1.7	2.8	1.9	67.3	-1.9	57.9	2.5	$ 52.09	3.1	$ 79.94	3.4
REGION:												
Northeast	10.5	9.2	13.0	11.1	71.4	5.3	42.1	4.2	$ 67.63	5.6	$106.61	6.8
Southeast	5.1	6.7	0.9	8.6	76.8	2.4	102.7	1.3	56.97	1.0	86.75	-0.5
North Central	7.8	8.9	4.9	16.1	62.6	3.1	39.0	-1.0	36.53	5.6	56.93	4.6
South Central	-10.3	-11.7	-6.2	-14.3	61.0	-12.4	41.2	2.0	49.99	-	76.06	1.5
West	4.8	4.4	5.6	4.6	66.2	-1.6	57.8	-7.2	44.51	5.9	66.21	6.3
AFFILIATION:												
Chain	1.9	1.2	3.5	1.5	67.8	-2.9	55.0	4.4	$ 50.15	3.1	$ 75.11	3.7
Independent	2.4	3.0	1.2	2.8	65.4	1.1	67.5	-3.2	58.80	2.9	96.66	2.3
LOCATION:												
Center City	3.6	3.7	3.6	3.0	66.5	1.2	44.9	-	$ 63.90	3.4	$ 99.78	3.3
Suburban	-2.6	-5.1	2.9	-4.4	64.2	-5.4	44.1	3.3	46.57	-	73.63	2.6
Highway	5.9	6.4	5.4	1.0	67.7	-1.5	71.0	5.8	34.75	5.8	47.15	5.4
Airport	-3.7	-5.3	-0.6	2.6	67.9	-6.6	31.7	-1.9	45.99	0.3	69.95	2.0
Resort	1.6	1.7	1.1	3.9	71.3	-2.2	102.3	0.5	71.28	3.3	115.88	3.3
SIZE:												
Under 150 Rooms	-	-0.8	2.9	2.2	64.9	-4.7	59.6	0.3	$ 33.96	3.8	$ 44.11	4.7
150 to 300 Rooms	-2.0	-2.5	-0.3	-6.0	66.0	-3.6	52.0	-	45.87	1.1	70.80	1.6
300 to 600 Rooms	-1.2	-1.9	-1.0	6.9	64.9	-3.6	62.5	-2.2	62.53	1.1	101.88	1.8
Over 600 Rooms	8.6	9.4	8.0	4.7	74.4	5.4	60.4	11.2	74.41	2.0	119.04	1.3
TYPE:												
Hotel	1.8	1.6	2.1	0.9	67.5	-1.6	50.4	0.4	$ 67.24	3.0	$111.41	3.2
Motor Hotel	3.0	2.4	4.6	4.7	68.6	-1.7	68.5	5.1	43.49	2.2	61.12	2.8
*Economy	-1.1	-1.4	15.8	-0.7	63.2	-3.8	50.8	-4.9	24.56	4.5	25.54	4.9

* Economy data is based on a sample of properties taken from the National Trend of Business in the Economy Lodging Industry

\- NO CHANGE

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Laventhol & Horwath
Certified Public Accountants

8/22/83
B5050-4

NATIONAL TREND OF BUSINESS
Lodging Industry

A SERVICE TO THE CLIENTS OF LAVENTHOL & HORWATH

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MAY 1983 COMPARED WITH MAY 1982

OCCUPANCY DECLINES LESS THAN 1 PERCENT; TOTAL SALES INCREASE OVER 2 PERCENT

May results indicate that the downward trend in occupancy is nearing a reversal after the very long recession. The decline of less than 1 percent over May of last year is the lowest decline in occupancy reported in over a year. A major factor influencing the expected turnaround is the resurgent consumer demand for available hotel rooms. Southeast and Northwest properties raised their occupancy levels by 12.9 and 3.5 percent respectively. The Southwest benefited from good weather and bountiful tourist demand and Northeast properties gained occupancy from summer weekend travelers and vacationers. Unfortunately, hoteliers in the South Central region of the country continue to be plagued by low occupancies due to the economy, decrease in travel from Mexico and increased room supply.

Room sales per occupied room rose 3.4 percent over May of 1982 to $48.89, however this is $3.20 less than the amount reported last month. Data from this month's sample suggests that management may be discounting room rates to increase occupancy levels. Food and beverage sales as well as other sales remained relatively unchanged, and coupled with a 3.6 percent increase in room sales led to a total sales increase of 2.1 percent for May 1983 when compared to May 1982. Food covers decreased 3 percent while average receipt per cover rose $.26 over last year's level.

For the five months ended May 1983, total occupancy reported was 64.5 percent. The decrease of less than 2 percent from the same 5-month period a year ago is the smallest decline reported since January. We hope to see increases in occupancy levels and revenues in the forthcoming months.

	Projections	Actual Last Year
July 1983	68-70%	69.1%
August 1983	69-71%	69.2%
September 1983	64-66%	63.3%

SEASONALLY ADJUSTED OCCUPANCY RATES FOR THE MAJOR CLASSIFICATIONS

	This Month	Percentage Changes*
TOTAL U.S.A.	65.2%	2.6%
AFFILIATION:		
Chain	69.1	14.4
Independent	62.2	–
AREA:		
Northeast	72.1	2.1
Southeast	73.7	10.3
North Central	61.7	1.1
South Central	59.4	1.0
West	66.7	4.7
LOCATION:		
Center City	63.5	2.4
Suburban	63.5	2.5
Highway	66.4	2.3
Airport	70.1	8.3
Resort	70.6	– 2.0
SIZE:		
Under 150 rooms	66.3	4.4
150 to 299 rooms	64.5	2.3
300 to 600 rooms	61.7	2.3
Over 600 rooms	68.5	– 0.1
TYPE:		
Hotel	64.3	2.7
Motor Hotel	69.7	6.5
Economy	68.2	12.3

*FROM PREVIOUS MONTH

– NO CHANGE

Randell A. Smith, Associate Director
Chris Bodnar, Research Associate
Research and Development

TREND REPORT MAY 1983 COMPARED WITH MAY 1982

	SALES PERCENT CHANGE				OCCUPANCY PERCENT		DOUBLE OCCUPANCY PERCENT		ROOM SALES PER OCCUPIED ROOM		TOTAL SALES PER OCCUPIED ROOM	
	TOTAL	ROOMS	F&B	OTHER	MAY	% CHG	MAY	% CHG	MAY	% CHG	MAY	% CHG
TOTAL	2.1	3.6	-0.9	0.8	66.4	-0.6	53.3	6.8	$ 48.89	3.4	$ 74.00	1.9
REGION:												
Northeast	7.1	7.6	5.9	9.1	74.2	3.5	37.1	3.6	$ 70.76	5.8	$111.96	5.3
Southeast	15.0	22.0	1.8	13.3	70.1	12.9	96.0	4.9	47.15	4.7	72.01	-1.3
North Central	5.2	6.5	3.1	-3.0	63.0	1.4	42.4	-1.2	35.24	4.8	51.54	3.5
South Central	-13.1	-13.3	-12.2	-16.1	61.1	-12.7	40.6	3.3	47.22	-1.8	70.20	-1.6
West	3.8	5.7	-0.1	3.3	67.6	-1.2	50.9	3.5	47.11	6.1	69.62	4.3
AFFILIATION:												
Chain	2.0	3.3	-0.9	0.7	66.9	-1.2	51.2	7.8	$ 46.89	3.2	$ 68.77	1.9
Independent	2.5	4.7	-0.9	1.0	64.4	1.6	60.6	3.4	57.35	3.8	96.08	1.7
LOCATION:												
Center City	-0.5	0.4	-2.3	-1.7	65.3	-1.8	40.7	1.2	$ 64.01	2.8	$ 99.20	1.9
Suburban	-2.9	-2.7	-2.9	-6.5	66.0	-3.8	43.7	9.2	45.47	0.2	69.88	-
Highway	9.5	10.3	7.4	8.0	66.3	1.1	63.8	8.5	33.74	7.2	45.37	6.5
Airport	0.8	1.2	0.2	-1.6	67.9	-0.7	31.8	6.7	45.78	1.1	68.95	0.7
Resort	6.5	11.8	-2.1	6.6	68.9	2.8	93.5	4.0	58.60	7.2	95.75	2.2
SIZE:												
Under 150 Rooms	1.4	1.2	1.3	7.2	65.0	-3.7	56.3	1.4	$ 32.20	4.9	$ 41.62	5.0
150 to 300 Rooms	1.1	2.5	-0.9	-4.6	66.3	-	46.6	5.0	44.30	2.1	67.35	0.8
300 to 600 Rooms	-0.3	1.2	-3.3	2.1	63.7	-3.2	57.3	9.4	58.74	2.3	93.08	0.8
Over 600 Rooms	5.8	8.9	0.7	3.2	72.3	6.2	55.8	12.3	72.04	1.3	114.74	-1.5
TYPE:												
Hotel	0.3	2.0	-2.4	-0.9	66.4	-1.9	47.5	6.5	$ 62.94	3.2	$102.98	1.5
Motor Hotel	6.1	7.1	3.4	6.9	67.5	1.7	61.0	7.6	42.17	3.3	59.83	2.4
*Economy	0.8	1.0	-4.0	-27.2	64.0	-2.6	52.6	0.6	24.81	5.3	25.09	5.0

* Economy data is based on a sample of properties taken from the National Trend of Business in the Economy Lodging Industry.
\- NO CHANGE

YEAR TO DATE FOOD AND BEVERAGE REPORT - AS OF MAY 1983

	F&B SALES PER OCCUPIED ROOM		AVERAGE RECEIPT PER COVER		FOOD COST PERCENT OF FOOD SALES		BEV COST PERCENT OF BEV SALES		F&B PAYROLL PERCENT OF F&B SALES		F&B PAYROLL PER COVER		NUMBER COVERS SERVED
	1983	1982	1983	1982	1983	1982	1983	1982	1983	1982	1983	1982	% CHG
TOTAL	$30.63	$30.87	$ 8.59	$ 8.32	0.34	0.34	0.22	0.22	42.6	41.8	$ 5.24	$ 5.03	-3.0
REGION:													
Northeast	$37.47	$35.87	$10.14	$ 9.43	0.32	0.33	0.21	0.21	40.9	48.1	$ 7.25	$ 6.77	-1.6
Southeast	27.74	26.84	8.61	8.48	0.34	0.35	0.22	0.22	37.7	37.8	4.76	4.81	3.1
North Central	32.13	32.44	7.49	7.23	0.35	0.36	0.23	0.23	41.7	41.4	4.23	4.09	-3.3
South Central	26.27	29.26	8.19	8.21	0.34	0.34	0.22	0.22	40.7	38.8	4.76	4.56	-9.8
West	33.41	33.13	8.69	8.34	0.34	0.34	0.21	0.21	44.2	43.3	5.09	4.79	-1.7
AFFILIATION:													
Chain	$27.63	$27.76	$ 8.29	$ 8.05	0.33	0.34	0.21	0.22	42.0	41.2	$ 5.10	$ 4.91	-2.7
Independent	43.35	44.07	9.35	8.78	0.35	0.35	0.23	0.23	44.4	43.4	5.61	5.35	-3.7
LOCATION:													
Center City	$34.49	$35.34	$ 9.45	$ 9.13	0.32	0.33	0.21	0.21	47.0	45.3	$ 6.35	$ 5.92	-4.6
Suburban	28.23	28.96	7.74	7.54	0.35	0.35	0.23	0.23	40.2	39.3	4.45	4.31	-5.2
Highway	21.55	20.34	6.38	6.18	0.36	0.36	0.23	0.23	36.6	37.3	3.10	3.21	9.3
Airport	26.04	26.52	7.56	7.26	0.35	0.36	0.23	0.23	39.7	40.1	4.33	4.23	-5.1
Resort	39.95	39.71	9.97	9.49	0.34	0.34	0.21	0.22	38.5	38.0	5.43	5.19	-2.8
SIZE:													
Under 150 Rooms	$27.67	$27.60	$ 6.96	$ 6.60	0.38	0.39	0.24	0.24	37.2	37.5	$ 3.64	$ 3.55	-3.0
150 to 300 Rooms	24.76	25.23	7.16	6.91	0.36	0.36	0.23	0.23	40.8	40.2	4.15	4.01	-3.9
300 to 600 Rooms	32.96	33.93	8.75	8.55	0.33	0.33	0.22	0.22	44.4	43.7	5.45	5.27	-4.4
Over 600 Rooms	39.34	38.58	11.02	10.75	0.31	0.31	0.19	0.20	44.2	42.7	6.96	6.62	-0.1
TYPE:													
Hotel	$37.12	$37.86	$ 9.28	$ 8.75	0.33	0.33	0.21	0.22	43.8	42.5	$ 5.82	$ 5.47	-4.7
Motor Hotel	21.19	20.67	6.82	6.56	0.36	0.37	0.23	0.23	38.9	39.3	3.81	3.84	1.9

FOOD AND BEVERAGE REPORT - MAY 1983 COMPARED WITH MAY 1982

	F&B SALES PER OCCUPIED ROOM		AVERAGE RECEIPT PER COVER		FOOD COST PERCENT OF FOOD SALES		BEV COST PERCENT OF BEV SALES		F&B PAYROLL PERCENT OF F&B SALES		F&B PAYROLL PER COVER		NUMBER COVERS SERVED
	1983	1982	1983	1982	1983	1982	1983	1982	1983	1982	1983	1982	% CHG
TOTAL	$30.64	$30.91	$ 8.92	$ 8.66	0.33	0.33	0.21	0.21	42.2	41.6	$ 5.28	$ 5.08	-3.0
REGION:													
Northeast	$40.95	$38.67	$10.97	$10.11	0.31	0.31	0.20	0.21	44.9	44.0	$ 7.02	$ 6.59	0.5
Southeast	26.50	26.02	8.56	8.66	0.35	0.35	0.22	0.22	41.1	41.5	5.13	5.17	-0.8
North Central	28.41	27.56	7.23	6.93	0.36	0.36	0.22	0.23	36.7	36.7	3.67	3.54	-0.0
South Central	25.60	29.16	8.20	8.36	0.34	0.34	0.22	0.22	41.7	40.6	4.64	4.58	-9.9
West	33.63	33.65	9.08	8.79	0.33	0.33	0.21	0.21	43.7	42.7	5.22	4.93	-1.9
AFFILIATION:													
Chain	$26.92	$27.15	$ 8.45	$ 8.20	0.33	0.33	0.21	0.21	41.6	41.0	$ 5.07	$ 4.85	-3.4
Independent	45.84	46.25	9.97	9.70	0.34	0.34	0.22	0.23	43.9	42.9	5.73	5.52	-2.1
LOCATION:													
Center City	$35.58	$36.41	$ 9.90	$ 9.46	0.31	0.31	0.20	0.21	46.2	44.4	$ 6.37	$ 5.85	-5.5
Suburban	27.21	28.03	7.90	7.78	0.35	0.35	0.22	0.22	37.3	36.9	4.16	4.17	-3.7
Highway	22.43	20.89	6.55	6.32	0.36	0.36	0.23	0.23	37.4	38.2	3.24	3.30	9.9
Airport	24.41	24.35	7.51	7.33	0.36	0.36	0.22	0.21	40.9	43.3	4.48	4.76	0.8
Resort	39.39	40.22	10.72	10.28	0.34	0.34	0.21	0.21	40.1	39.8	5.97	5.60	-7.7
SIZE:													
Under 150 Rooms	$28.24	$27.88	$ 6.91	$ 6.64	0.38	0.38	0.25	0.24	36.2	36.0	$ 3.35	$ 3.28	-2.5
150 to 300 Rooms	24.50	24.72	7.73	7.40	0.36	0.36	0.23	0.23	41.6	41.0	4.49	4.30	-3.1
300 to 600 Rooms	31.87	32.97	9.11	8.95	0.33	0.33	0.22	0.22	42.7	42.9	5.39	5.34	-4.4
Over 600 Rooms	41.12	40.83	11.21	10.97	0.30	0.30	0.18	0.19	44.0	42.4	6.95	6.53	-1.7
TYPE:													
Hotel	$37.22	$38.13	$ 9.74	$ 9.41	0.33	0.32	0.21	0.21	43.6	42.2	$ 5.93	$ 5.52	-5.8
Motor Hotel	21.15	20.46	7.05	6.78	0.36	0.37	0.23	0.23	38.3	39.6	3.83	3.97	4.0

YEAR TO DATE TREND REPORT - AS OF MAY 1983

	SALES PERCENT CHANGE				OCCUPANCY PERCENT		DOUBLE OCCUPANCY PERCENT		ROOM SALES PER OCCUPIED ROOM		TOTAL SALES PER OCCUPIED ROOM	
	TOTAL	ROOMS	F&B	OTHER	MAY	% CHG	MAY	% CHG	MAY	% CHG	MAY	% CHG
TOTAL	1.1	1.9	-0.8	1.5	64.5	-1.8	51.3	5.8	$ 50.49	3.0	$ 76.90	2.2
REGION:												
Northeast	4.5	4.3	4.5	7.7	64.4	0.5	36.4	10.0	$ 67.34	4.7	$106.39	4.9
Southeast	10.3	13.7	3.3	7.5	75.5	8.6	87.5	5.8	54.26	1.9	80.59	-1.2
North Central	1.2	2.3	-0.9	1.3	56.4	-0.5	36.7	-2.7	37.96	3.0	60.99	1.9
South Central	-11.7	-12.3	-10.2	-11.9	60.7	-12.7	38.7	0.5	47.83	-0.5	71.41	0.2
West	3.5	4.7	0.8	5.9	67.5	-2.2	51.0	0.2	47.83	6.1	70.69	4.9
AFFILIATION:												
Chain	1.2	1.8	-0.5	3.3	65.1	-2.4	48.9	7.2	$ 48.88	3.0	$ 72.84	2.4
Independent	0.7	2.3	-1.6	-3.3	62.0	-	60.5	2.0	57.17	2.9	93.68	1.2
LOCATION:												
Center City	-0.9	-0.4	-2.4	2.1	61.2	-2.5	44.4	4.0	$ 62.35	2.2	$ 97.75	1.7
Suburban	-3.9	-4.5	-2.5	-5.3	62.1	-3.9	39.6	3.4	45.01	0.7	70.21	1.3
Highway	8.1	8.8	6.0	8.9	65.2	0.2	61.7	11.0	34.95	6.5	47.29	5.9
Airport	-1.6	-1.6	-1.8	0.8	68.6	-3.4	31.5	-3.4	46.87	1.3	72.52	1.3
Resort	5.4	8.3	0.6	1.4	70.9	2.3	95.3	3.4	66.08	4.8	103.50	2.1
SIZE:												
Under 150 Rooms	1.0	1.2	0.3	1.2	62.3	-4.0	54.9	2.6	$ 34.04	5.3	$ 45.03	5.0
150 to 300 Rooms	-0.7	-	-1.9	-2.9	65.1	-2.0	47.4	4.9	45.52	1.9	69.34	1.1
300 to 600 Rooms	-1.5	-1.1	-2.9	1.9	63.1	-3.5	52.2	3.4	59.13	1.1	94.38	0.6
Over 600 Rooms	5.4	7.2	2.0	5.3	67.9	3.2	53.0	13.0	71.84	1.7	113.82	-
TYPE:												
Hotel	-0.3	0.5	-1.9	0.5	64.0	-2.7	46.1	4.1	$ 63.75	2.7	$104.03	1.8
Motor Hotel	4.2	4.8	2.5	5.9	66.5	-0.4	58.4	8.6	42.29	3.4	59.69	2.9
Economy	0.8	1.0	10.8	-22.3	60.3	-2.9	50.3	-0.6	24.95	5.3	25.90	5.1

- NO CHANGE

TWELVE MONTH TREND REPORT - AS OF MAY 1983

	SALES PERCENT CHANGE				OCCUPANCY PERCENT		DOUBLE OCCUPANCY PERCENT		ROOM SALES PER OCCUPIED ROOM		TOTAL SALES PER OCCUPIED ROOM	
	TOTAL	ROOMS	F&B	OTHER	MAY	% CHG	MAY	% CHG	MAY	% CHG	MAY	% CHG
TOTAL	0.8	1.4	-0.7	2.6	64.2	-3.7	52.8	3.5	$ 49.07	4.6	$ 73.60	4.0
REGION:												
Northeast	3.1	2.8	3.2	7.9	67.3	-2.6	39.9	3.9	$ 68.79	5.9	$104.39	6.3
Southeast	7.4	9.4	3.1	9.9	67.4	4.3	86.6	4.0	51.03	3.0	77.36	1.2
North Central	-0.3	1.0	-2.8	-0.4	59.6	-2.8	41.7	1.5	36.34	4.4	55.27	3.1
South Central	-7.8	-7.8	-7.4	-10.4	61.6	-11.0	42.0	-	46.71	2.7	68.76	2.8
West	2.8	3.9	0.4	5.8	68.7	-3.9	55.9	-1.9	46.89	6.8	68.68	5.7
AFFILIATION:												
Chain	0.9	1.4	-0.4	4.5	65.2	-3.8	50.1	4.2	$ 47.78	4.4	$ 70.09	4.0
Independent	0.2	1.4	-1.6	-1.8	60.4	-3.2	62.4	1.6	54.42	5.4	88.13	4.2
LOCATION:												
Center City	-0.3	0.1	-1.7	3.9	61.8	-3.9	43.0	2.1	$ 62.86	4.3	$ 95.90	3.8
Suburban	-2.7	-2.8	-2.5	-2.7	63.2	-6.6	43.0	1.2	43.65	3.5	66.74	3.6
Highway	5.6	6.0	3.9	8.9	66.0	-2.1	63.4	6.7	32.84	6.9	43.41	6.4
Airport	-2.2	-2.1	-2.4	-0.8	67.1	-4.8	32.8	-3.5	46.26	3.2	70.52	3.1
Resort	4.8	6.8	1.6	2.1	66.1	-0.5	96.9	2.3	60.59	5.9	96.49	3.9
SIZE:												
Under 150 Rooms	0.8	1.1	-0.1	0.5	65.0	-5.0	57.5	0.9	$ 32.61	6.5	$ 42.32	6.2
150 to 300 Rooms	-1.2	-0.6	-2.3	-2.9	63.5	-4.1	48.2	3.7	44.64	3.3	67.92	2.7
300 to 600 Rooms	-1.1	-0.5	-2.7	1.9	62.5	-5.0	54.6	2.2	57.40	3.6	89.93	2.9
Over 600 Rooms	4.5	5.3	2.4	7.0	66.2	0.3	53.2	7.3	71.75	3.3	111.03	2.5
TYPE:												
Hotel	-0.1	0.4	-1.4	1.5	63.2	-4.0	47.8	2.4	$ 62.32	4.2	$ 99.75	3.6
Motor Hotel	2.2	2.8	0.7	5.4	65.0	-3.0	59.6	5.5	41.47	4.7	58.48	4.2
Economy	2.3	2.3	10.9	-8.8	65.6	-4.5	52.1	-1.1	24.48	7.6	25.21	7.6

- NO CHANGE

TWELVE MONTH FOOD AND BEVERAGE REPORT - AS OF MAY 1983

	F&B SALES PER OCCUPIED ROOM		AVERAGE RECEIPT PER COVER		FOOD COST PERCENT OF FOOD SALES		BEV COST PERCENT OF BEV SALES		F&B PAYROLL PERCENT OF F&B SALES		F&B PAYROLL PER COVER		NUMBER COVERS SERVED
	1983	1982	1983	1982	1983	1982	1983	1982	1983	1982	1983	1982	% CHG
TOTAL	$30.07	$30.28	$ 8.59	$ 8.22	0.34	0.34	0.22	0.22	42.6	41.7	$ 5.43	$ 5.14	-4.7
REGION:													
Northeast	$35.82	$34.69	$10.35	$ 9.65	0.32	0.32	0.20	0.21	46.9	46.3	$ 7.29	$ 6.77	-2.7
Southeast	28.25	27.39	8.58	8.28	0.34	0.35	0.22	0.22	39.2	39.3	5.12	5.01	-0.8
North Central	30.34	31.20	7.27	7.06	0.35	0.36	0.22	0.23	41.5	41.2	4.16	4.09	-4.9
South Central	25.27	27.29	8.02	7.90	0.35	0.35	0.22	0.22	40.6	38.2	4.84	4.51	-9.4
West	33.18	33.05	8.81	8.28	0.34	0.34	0.22	0.22	43.7	42.8	5.43	5.02	-4.6
AFFILIATION:													
Chain	$27.33	$27.44	$ 8.40	$ 8.05	0.33	0.34	0.21	0.21	42.0	41.2	$ 5.37	$ 5.10	-4.5
Independent	41.65	42.30	9.05	8.62	0.35	0.36	0.23	0.23	44.3	43.1	5.58	5.23	-5.1
LOCATION:													
Center City	$33.66	$34.23	$ 9.63	$ 9.19	0.32	0.32	0.20	0.21	46.1	44.6	$ 6.51	$ 6.04	-5.6
Suburban	27.38	28.07	7.59	7.33	0.36	0.36	0.23	0.23	40.1	38.9	4.53	4.29	-6.8
Highway	21.10	20.32	6.37	6.08	0.36	0.37	0.23	0.23	36.8	37.4	3.22	3.28	3.7
Airport	25.63	26.27	7.43	7.21	0.35	0.36	0.22	0.22	39.9	39.7	4.44	4.38	-5.8
Resort	39.32	38.72	9.44	8.84	0.35	0.35	0.22	0.22	39.5	39.0	5.42	5.04	-4.0
SIZE:													
Under 150 Rooms	$26.92	$26.96	$ 6.76	$ 6.41	0.39	0.39	0.24	0.25	37.3	37.4	$ 3.65	$ 3.54	-4.5
150 to 300 Rooms	25.16	25.74	7.21	6.94	0.36	0.36	0.23	0.23	41.3	40.5	4.31	4.16	-5.8
300 to 600 Rooms	31.67	32.54	8.61	8.31	0.33	0.34	0.22	0.22	44.6	43.2	5.53	5.18	-5.6
Over 600 Rooms	38.20	37.30	11.07	10.58	0.31	0.31	0.19	0.20	43.5	42.5	7.13	6.70	-2.2
TYPE:													
Hotel	$35.87	$36.37	$ 9.28	$ 8.85	0.33	0.33	0.21	0.22	43.7	42.4	$ 5.94	$ 5.53	-5.8
Motor Hotel	21.54	21.40	6.76	6.48	0.37	0.37	0.23	0.23	39.3	39.3	3.99	3.93	-1.6

B5050-4 10/6/83

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Laventhol & Horwath
Certified Public Accountants

NATIONAL TREND OF BUSINESS
Lodging Industry

A SERVICE TO THE CLIENTS OF LAVENTHOL & HORWATH

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JUNE 1983 COMPARED WITH JUNE 1982

OCCUPANCY REMAINS CONSTANT;
TOTAL SALES INCREASE 0.4 PERCENT

Nationally, the occupancy rate in June was 70.1 percent, down only 0.1 percent from June of the previous year. Properties in every region, except those located in the South Central U.S., reported considerable improvement in occupancy levels. Contributing factors to this growth were the upsurge in demand created by the long-awaited return of consumer spending coupled with the beginning of summer vacation traffic. This was most evident for highway properties which attained the highest occupancy percent of any of the location categories. Properties in the Southeast region of the U.S. as well as those with 600 or more rooms experienced the greatest increases in occupancy levels, rising 10.6 and 4.2 percent respectively.

Substantial increases in total revenues were achieved by properties in virtually every region and location. A 4.4 percent rise in room sales together with a 2.5 percent increase in food and beverage sales and a 6.7 percent jump in revenues from other sources combined to boost total sales 4 percent when compared to the same month last year. Increases in room sales per occupied room, which have been fairly moderate so far this year, rose during June by 3.8 percent, or slightly above the year-to-date results. The average receipt per cover also rose at a higher rate this month, climbing nearly 6 percent. This compares with a 3.9 percent increase for the first six months of the year.

On a year-to-date basis total occupancy was 65.4 percent or down 1.4 percent from the same period last year. This is the lowest percentage decline we have reported so far this year on a year-to-date basis. While June's occupancy rate was still below last year's levels, in statistical jargon this decline was 'statistically insignificant' or so small that the difference between the occupancy rate for June 1983 and June 1982 was negligible. Preliminary data for July 1983 suggests it will be the first month in nearly four years in which reported occupancies actually exceed year earlier levels. Currently we expect occupancies to stabilize for the remainder of the year achieving at most a 1.0 percent increase over 1982.

	Projections	Actual Last Year
August 1983	69-71%	69.2%
September 1983	64-66%	63.3%
October 1983	67-69%	67.5%

SEASONALLY ADJUSTED OCCUPANCY RATES FOR THE MAJOR CLASSIFICATIONS

	This Month	Percentage Changes*
TOTAL U.S.A.	64.7%	−0.7%
AFFILIATION:		
Chain	66.1	−4.3
Independent	64.2	3.2
AREA:		
Northeast	68.9	−4.4
Southeast	69.0	−6.3
North Central	61.2	−0.8
South Central	61.9	4.2
West	67.3	0.8
LOCATION:		
Center City	62.6	−1.4
Suburban	64.8	2.0
Highway	66.3	−0.1
Airport	67.2	−4.1
Resort	68.2	−3.3
SIZE:		
Under 150 rooms	65.6	−1.0
150 to 299 rooms	64.5	—
300 to 600 rooms	64.4	4.3
Over 600 rooms	67.0	−2.1
TYPE:		
Hotel	63.7	−.9
Motor Hotel	66.9	−4.0
Economy	64.7	−5.1

*FROM PREVIOUS MONTH
—NO CHANGE

Randell A. Smith, Associate Director
Christine Bodnar, Research Associate
Research and Development

YEAR TO DATE FOOD AND BEVERAGE REPORT - AS OF JULY 1983

	F&B SALES PER OCCUPIED ROOM		AVERAGE RECEIPT PER COVER		FOOD COST PERCENT OF FOOD SALES		BEV COST PERCENT OF BEV SALES		F&B PAYROLL PERCENT OF F&B SALES		F&B PAYROLL PER COVER		NUMBER COVERS SERVED
	1983	1982	1983	1982	1983	1982	1983	1982	1983	1982	1983	1982	% CHG
TOTAL	$29.84	$29.79	$ 8.46	$ 8.13	0.34	0.34	0.22	0.22	43.9	43.1	$ 5.29	$ 5.05	-2.6
REGION:													
Northeast	$36.07	$34.62	$10.23	$ 9.55	0.32	0.33	0.20	0.21	49.9	49.2	$ 7.39	$ 6.92	-1.7
Southeast	27.34	26.17	8.47	8.26	0.34	0.35	0.22	0.22	38.7	39.1	4.82	4.83	2.8
North Central	31.22	30.94	7.35	7.12	0.35	0.36	0.22	0.23	42.3	42.0	4.20	4.07	-1.3
South Central	25.28	28.14	7.90	7.87	0.34	0.34	0.22	0.22	42.1	39.9	4.78	4.50	-10.3
West	32.50	31.58	8.53	8.00	0.34	0.34	0.21	0.22	47.8	47.3	5.26	4.88	-0.9
AFFILIATION:													
Chain	$26.99	$26.87	$ 8.18	$ 7.86	0.33	0.34	0.21	0.21	43.3	42.6	$ 5.18	$ 4.93	-2.7
Independent	42.35	42.57	9.22	8.87	0.35	0.36	0.23	0.23	45.8	44.7	5.63	5.39	-2.3
LOCATION:													
Center City	$33.50	$33.82	$ 9.46	$ 9.03	0.32	0.33	0.21	0.21	48.2	46.8	$ 6.49	$ 6.02	-4.7
Suburban	27.13	27.74	7.46	7.33	0.35	0.36	0.23	0.23	41.2	40.2	4.42	4.29	-3.9
Highway	20.81	19.66	6.31	6.09	0.36	0.37	0.23	0.23	37.9	38.3	3.19	3.24	7.5
Airport	26.09	26.08	7.48	7.08	0.35	0.35	0.22	0.22	41.4	41.9	4.41	4.26	-3.5
Resort	39.16	38.66	9.69	9.21	0.34	0.35	0.21	0.22	39.8	39.3	5.40	5.13	-2.4
SIZE:													
Under 150 Rooms	$27.15	$27.08	$ 6.84	$ 6.48	0.38	0.39	0.24	0.24	38.3	38.2	$ 3.63	$ 3.51	-2.8
150 to 300 Rooms	24.36	24.63	7.03	6.75	0.36	0.36	0.23	0.23	42.0	41.5	4.19	4.03	-3.6
300 to 600 Rooms	31.71	32.10	8.65	8.38	0.33	0.33	0.22	0.22	45.7	45.1	5.52	5.30	-3.4
Over 600 Rooms	37.97	36.94	10.88	10.52	0.31	0.32	0.19	0.19	45.5	44.2	7.09	6.70	-0.4
TYPE:													
Hotel	$36.04	$36.24	$ 9.17	$ 8.79	0.33	0.33	0.21	0.21	45.1	44.1	$ 5.91	$ 5.55	-3.9
Motor Hotel	20.60	20.17	6.66	6.39	0.36	0.37	0.23	0.23	40.0	40.0	3.80	3.75	0.8

FOOD AND BEVERAGE REPORT - JUNE 1983 COMPARED WITH JUNE 1982

	F&B SALES PER OCCUPIED ROOM		AVERAGE RECEIPT PER COVER		FOOD COST PERCENT OF FOOD SALES		BEV COST PERCENT OF BEV SALES		F&B PAYROLL PERCENT OF F&B SALES		F&B PAYROLL PER COVER		NUMBER COVERS SERVED
	1983	1982	1983	1982	1983	1982	1983	1982	1983	1982	1983	1982	% CHG
TOTAL	$28.56	$27.86	$ 8.56	$ 8.08	0.33	0.34	0.21	0.21	45.4	45.0	$ 5.52	$ 5.21	-1.7
REGION:													
Northeast	$35.80	$34.53	$11.23	$10.55	0.31	0.32	0.20	0.20	49.4	48.6	$ 7.84	$ 7.35	-1.6
Southeast	25.45	23.57	8.25	7.83	0.35	0.35	0.21	0.22	41.0	42.2	4.85	4.88	5.7
North Central	29.68	27.94	6.96	6.59	0.34	0.34	0.21	0.21	41.1	41.6	3.89	3.74	1.7
South Central	23.62	26.08	7.42	7.36	0.35	0.36	0.23	0.22	43.9	41.9	4.93	4.46	-11.3
West	30.50	27.94	8.92	7.95	0.33	0.34	0.22	0.22	54.8	55.9	6.06	5.48	0.9
AFFILIATION:													
Chain	$25.85	$25.46	$ 8.32	$ 7.82	0.33	0.33	0.21	0.21	44.9	44.5	$ 5.48	$ 5.12	-3.6
Independent	41.90	39.68	9.25	8.87	0.35	0.36	0.23	0.23	47.5	47.3	5.63	5.53	4.4
LOCATION:													
Center City	$33.03	$32.06	$10.23	$ 9.38	0.31	0.32	0.20	0.20	48.8	49.1	$ 7.04	$ 6.47	-5.0
Suburban	24.61	25.84	6.53	6.68	0.35	0.35	0.23	0.22	43.7	40.3	4.28	4.06	-2.2
Highway	20.15	19.18	6.29	6.00	0.37	0.37	0.23	0.24	40.1	40.4	3.29	3.25	3.9
Airport	23.90	23.28	8.01	7.23	0.35	0.36	0.22	0.21	41.8	41.4	4.51	4.27	-1.8
Resort	36.85	34.45	9.66	9.11	0.34	0.35	0.21	0.22	41.6	42.3	5.51	5.32	3.3
SIZE:													
Under 150 Rooms	$25.04	$24.49	$ 6.91	$ 6.40	0.38	0.39	0.25	0.25	39.2	39.0	$ 3.71	$ 3.49	-1.4
150 to 300 Rooms	22.76	23.11	6.52	6.24	0.35	0.36	0.22	0.22	43.9	42.8	4.10	3.88	-3.4
300 to 600 Rooms	30.27	28.88	9.11	8.71	0.33	0.33	0.22	0.22	47.5	48.2	6.12	5.90	0.3
Over 600 Rooms	36.94	35.35	11.55	10.78	0.31	0.31	0.19	0.19	46.2	45.7	7.56	7.05	-1.2
TYPE:													
Hotel	$34.39	$33.43	$ 9.39	$ 8.81	0.33	0.33	0.21	0.21	46.5	46.3	$ 6.26	$ 5.86	-2.2
Motor Hotel	19.24	18.97	6.55	6.28	0.36	0.36	0.23	0.23	41.5	40.8	3.81	3.64	-0.3

TREND REPORT JUNE 1983 COMPARED WITH JUNE 1982

	SALES PERCENT CHANGE				OCCUPANCY PERCENT		DOUBLE OCCUPANCY PERCENT		ROOM SALES PER OCCUPIED ROOM		TOTAL SALES PER OCCUPIED ROOM	
	TOTAL	ROOMS	F&B	OTHER	JUN	% CHG	JUN	% CHG	JUN	% CHG	JUN	% CHG
TOTAL	4.0	4.4	2.5	6.7	70.1	-0.1	57.7	6.9	$ 53.39	3.8	$ 80.85	3.4
REGION:												
Northeast	5.3	5.8	3.7	7.5	74.9	1.6	38.8	2.1	$ 73.36	5.4	$110.60	4.9
Southeast	16.4	20.1	8.0	17.0	72.8	10.6	104.3	5.4	49.16	5.9	75.37	2.6
North Central	6.8	6.4	6.2	14.2	69.8	3.1	39.7	-1.5	44.92	2.8	73.11	3.2
South Central	-11.3	-12.0	-9.4	-12.0	63.4	-11.9	45.6	5.3	47.44	-0.8	69.76	-
West	10.6	11.2	9.2	10.2	73.3	2.4	59.0	3.1	53.27	7.4	77.82	6.8
AFFILIATION:												
Chain	3.3	3.8	1.5	5.8	70.7	-0.8	59.6	7.3	$ 52.67	3.6	$ 78.40	3.1
Independent	6.4	6.5	5.6	10.7	67.5	2.3	49.6	5.3	56.53	4.7	91.49	4.6
LOCATION:												
Center City	3.3	3.1	3.0	7.9	68.0	-0.3	42.4	1.9	$ 67.04	3.7	$101.71	4.0
Suburban	-4.3	-4.2	-4.8	-3.3	69.7	-5.0	47.8	4.8	45.62	0.2	68.58	0.1
Highway	9.1	10.0	5.0	20.3	73.0	1.1	75.0	14.3	39.15	6.2	52.99	5.4
Airport	1.6	2.2	2.7	-7.4	69.4	-0.1	32.9	3.1	47.35	1.7	73.66	1.1
Resort	12.2	14.7	7.0	15.7	71.7	5.3	108.4	2.1	59.79	8.1	99.53	5.7
SIZE:												
Under 150 Rooms	2.2	1.9	2.2	13.0	71.4	-3.1	62.3	5.2	$ 37.31	4.8	$ 49.80	5.1
150 to 300 Rooms	0.2	1.2	-1.5	-3.3	69.1	-1.7	49.3	1.9	45.58	2.8	68.30	1.7
300 to 600 Rooms	5.0	5.4	4.8	1.9	68.1	0.7	61.5	11.2	59.87	2.7	94.52	2.3
Over 600 Rooms	7.5	7.9	4.5	16.8	72.4	4.2	60.8	9.5	74.22	2.7	115.97	2.3
TYPE:												
Hotel	3.8	4.0	2.9	6.3	68.4	-0.6	50.4	6.6	$ 64.45	3.9	$103.49	3.7
Motor Hotel	4.4	5.2	1.4	8.0	72.0	-0.6	68.3	7.7	43.53	4.0	61.05	3.2
*Economy	3.3	3.6	-	-14.4	71.5	3.0	56.0	1.4	30.03	3.4	30.79	3.2

* Economy data is based on a sample of properties taken from the National Trend of Business in the Economy Lodging Industry.
\- NO CHANGE

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YEAR TO DATE TREND REPORT - AS OF JUNE 1983

	SALES PERCENT CHANGE				OCCUPANCY PERCENT		DOUBLE OCCUPANCY PERCENT		ROOM SALES PER OCCUPIED ROOM		TOTAL SALES PER OCCUPIED ROOM	
	TOTAL	ROOMS	F&B	OTHER	JUN	% CHG	JUN	% CHG	JUN	% CHG	JUN	% CHG
TOTAL	1.8	2.5	0.1	3.0	65.4	-1.4	52.1	5.7	$ 51.09	3.1	$ 77.96	2.4
REGION:												
Northeast	4.6	4.6	4.2	7.2	66.1	0.6	36.8	7.9	$ 68.57	4.8	$107.38	4.8
Southeast	11.4	14.5	4.8	10.9	75.1	9.0	88.4	5.5	53.88	2.4	80.82	-0.4
North Central	2.3	3.2	0.4	4.5	58.2	0.2	37.1	-2.9	39.41	3.0	63.84	2.1
South Central	-11.6	-12.2	-10.1	-11.9	61.2	-12.4	39.9	1.3	47.76	-0.6	71.11	0.1
West	4.9	6.0	2.5	6.9	68.4	-1.4	52.4	1.0	48.73	6.6	71.80	5.5
AFFILIATION:												
Chain	1.9	2.3	0.3	4.4	66.1	-1.8	49.8	6.9	$ 49.68	3.1	$ 74.30	2.7
Independent	1.5	2.9	-0.7	-1.1	62.7	0.5	61.3	2.7	57.03	3.1	93.32	1.7
LOCATION:												
Center City	0.2	0.4	-1.0	4.0	62.4	-1.9	41.6	3.2	$ 63.32	2.5	$ 98.99	2.2
Suburban	-3.5	-4.0	-2.4	-4.3	63.5	-5.4	40.8	3.3	45.22	0.8	70.31	1.3
Highway	8.3	9.0	5.8	10.7	66.3	0.3	63.9	11.5	35.57	6.5	48.17	5.8
Airport	-0.6	-0.6	-0.4	-1.4	68.8	-2.4	31.6	-2.8	47.02	1.4	73.21	1.4
Resort	6.4	9.1	1.6	4.3	71.0	2.7	97.3	3.2	65.05	5.2	102.85	2.6
SIZE:												
Under 150 Rooms	1.2	1.3	0.5	2.9	63.5	-3.8	56.0	2.9	$ 34.55	5.2	$ 45.81	5.0
150 to 300 Rooms	-0.4	0.4	-1.7	-2.7	65.7	-1.8	47.5	4.2	45.53	2.0	69.35	1.2
300 to 600 Rooms	-0.4	0.1	-1.6	1.8	63.8	-2.7	53.5	4.7	59.12	1.3	94.35	0.8
Over 600 Rooms	6.3	7.6	3.2	8.7	68.8	3.6	54.1	11.8	72.39	2.0	114.80	0.7
TYPE:												
Hotel	0.7	1.3	-0.7	2.3	64.8	-2.1	46.6	4.3	$ 63.86	2.9	$104.17	2.2
Motor Hotel	4.2	4.8	2.3	6.4	67.4	-0.3	59.8	8.1	42.49	3.5	60.02	2.9
Economy	1.2	1.4	9.7	-21.4	61.4	-2.2	51.5	-0.2	25.52	5.1	26.46	5.0

- NO CHANGE

YEAR TO DATE FOOD AND BEVERAGE REPORT - AS OF JUNE 1983

	F&B SALES PER OCCUPIED ROOM		AVERAGE RECEIPT PER COVER		FOOD COST PERCENT OF FOOD SALES		BEV COST PERCENT OF BEV SALES		F&B PAYROLL PERCENT OF F&B SALES		F&B PAYROLL PER COVER		NUMBER COVERS SERVED
	1983	1982	1983	1982	1983	1982	1983	1982	1983	1982	1983	1982	% CHG
TOTAL	$30.45	$30.43	$ 8.59	$ 8.27	0.34	0.34	0.22	0.22	42.9	42.3	$ 5.27	$ 5.05	-2.7
REGION													
Northeast	$37.24	$35.75	$10.32	$ 9.64	0.32	0.33	0.20	0.21	48.9	48.1	$ 7.32	$ 6.85	-1.6
Southeast	27.90	26.62	8.63	8.43	0.34	0.35	0.22	0.22	37.6	38.2	4.78	4.87	3.5
North Central	31.96	31.84	7.43	7.18	0.35	0.35	0.22	0.23	41.6	41.5	4.18	4.04	-2.3
South Central	25.78	28.67	8.06	8.06	0.34	0.34	0.22	0.22	41.3	39.4	4.79	4.56	-10.0
West	32.82	32.01	8.72	8.21	0.34	0.34	0.21	0.22	46.8	46.3	5.35	4.98	-1.2
AFFILIATION													
Chain	$27.58	$27.49	$ 8.31	$ 8.01	0.33	0.34	0.21	0.21	42.3	41.8	$ 5.15	$ 4.93	-2.7
Independent	43.09	43.38	9.34	8.98	0.35	0.35	0.23	0.23	44.8	43.8	5.62	5.38	-2.5
LOCATION													
Center City	$34.48	$34.84	$ 9.57	$ 9.15	0.32	0.32	0.21	0.21	46.9	45.7	$ 6.42	$ 5.98	-4.5
Suburban	27.81	28.51	7.52	7.39	0.35	0.35	0.23	0.23	40.5	39.4	4.41	4.26	-4.6
Highway	21.31	20.15	6.36	6.15	0.36	0.37	0.23	0.23	37.3	37.9	3.14	3.22	8.1
Airport	26.03	26.14	7.67	7.27	0.35	0.36	0.22	0.23	40.0	40.6	4.35	4.25	-4.2
Resort	39.42	38.81	9.92	9.43	0.34	0.34	0.21	0.22	39.0	38.6	5.45	5.21	-1.9
SIZE													
Under 150 Rooms	$27.25	$27.11	$ 6.97	$ 6.59	0.38	0.39	0.24	0.24	37.6	37.7	$ 3.67	$ 3.55	-2.8
150 to 300 Rooms	24.54	24.96	7.04	6.79	0.36	0.36	0.23	0.23	41.4	40.7	4.13	3.98	-3.8
300 to 600 Rooms	32.56	33.10	8.82	8.59	0.33	0.33	0.22	0.22	44.9	44.4	5.56	5.37	-3.6
Over 600 Rooms	39.25	38.02	11.10	10.71	0.31	0.31	0.19	0.19	43.9	43.0	7.00	6.65	-
TYPE													
Hotel	$36.83	$37.09	$ 9.30	$ 8.92	0.33	0.33	0.21	0.21	44.0	43.1	$ 5.86	$ 5.51	-4.1
Motor Hotel	20.93	20.45	6.78	6.53	0.36	0.37	0.23	0.23	39.4	39.5	3.81	3.80	1.5

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TWELVE MONTH TREND REPORT - AS OF JUNE 1983

	SALES PERCENT CHANGE				OCCUPANCY PERCENT		DOUBLE OCCUPANCY PERCENT		ROOM SALES PER OCCUPIED ROOM		TOTAL SALES PER OCCUPIED ROOM	
	TOTAL	ROOMS	F&B	OTHER	JUN	% CHG	JUN	% CHG	JUN	% CHG	JUN	% CHG
TOTAL	0.8	1.4	-0.6	3.1	64.2	-3.3	53.1	4.1	$ 49.55	4.2	$ 74.79	3.7
REGION:												
Northeast	3.2	3.0	3.0	7.5	67.2	-2.0	40.1	4.7	$ 69.35	5.7	$105.88	5.9
Southeast	8.5	10.6	3.7	10.8	68.2	5.6	88.1	4.4	50.89	2.8	77.27	0.9
North Central	0.2	1.2	-1.9	2.3	59.5	-2.1	40.9	0.7	37.14	4.1	57.47	3.0
South Central	-9.3	-9.6	-8.4	-10.6	60.9	-11.9	41.9	0.2	46.71	1.7	69.15	2.1
West	3.6	4.6	1.4	6.5	68.6	-3.5	55.7	-1.2	47.69	7.0	70.04	6.1
AFFILIATION:												
Chain	0.9	1.3	-0.3	4.6	65.1	-3.6	50.4	4.8	$ 48.28	4.1	$ 71.34	3.7
Independent	0.5	1.7	-1.4	-0.7	60.6	-2.6	62.8	2.4	54.76	4.9	89.03	3.7
LOCATION:												
Center City	-0.3	-	-1.6	4.3	61.7	-3.7	43.1	2.4	$ 63.28	3.9	$ 97.22	3.6
Suburban	-3.3	-3.5	-2.8	-2.7	63.0	-6.7	42.9	1.7	43.84	2.8	67.34	3.0
Highway	6.0	6.5	4.3	10.1	65.8	-1.8	64.0	7.7	33.41	6.8	44.46	6.4
Airport	-2.2	-2.2	-2.1	-2.2	66.8	-4.4	32.2	-3.9	46.35	2.6	71.33	2.6
Resort	5.4	7.5	1.9	3.9	66.7	0.5	98.4	2.7	60.67	5.7	96.91	3.7
SIZE:												
Under 150 Rooms	0.8	0.9	0.3	1.7	64.7	-5.0	57.3	1.4	$ 32.96	6.2	$ 43.00	6.1
150 to 300 Rooms	-1.4	-0.8	-2.4	-2.8	63.5	-3.6	47.7	3.5	44.70	2.9	68.24	2.3
300 to 600 Rooms	-0.8	-0.2	-2.2	1.9	62.6	-4.4	55.7	3.3	57.65	3.0	90.98	2.5
Over 600 Rooms	4.8	5.6	2.6	8.9	66.5	0.9	54.4	8.4	72.09	3.0	112.49	2.2
TYPE:												
Hotel	-	0.5	-1.2	2.5	63.3	-3.5	48.0	2.8	$ 62.62	3.9	$100.95	3.4
Motor Hotel	2.5	2.9	0.9	5.9	65.0	-2.7	60.2	6.0	41.77	4.4	59.11	3.9
Economy	1.8	1.8	10.5	-9.2	65.2	-4.3	52.0	-0.8	24.77	7.0	25.55	7.0

- NO CHANGE

TWELVE MONTH FOOD AND BEVERAGE REPORT - AS OF JUNE 1982

	F&B SALES PER OCCUPIED ROOM		AVERAGE RECEIPT PER COVER		FOOD COST PERCENT OF FOOD SALES		BEV COST PERCENT OF BEV SALES		F&B PAYROLL PERCENT OF F&B SALES		F&B PAYROLL PER COVER		NUMBER COVERS SERVED
	1983	1982	1983	1982	1983	1982	1983	1982	1983	1982	1983	1982	% CHG
TOTAL	$30.15	$30.33	$ 8.61	$ 8.25	0.34	0.34	0.22	0.22	42.9	42.0	$ 5.43	$ 5.13	-4.3
REGION:													
Northeast	$36.14	$35.10	$10.43	$ 9.77	0.32	0.32	0.20	0.21	47.2	46.5	$ 7.32	$ 6.82	-2.6
Southeast	27.84	26.84	8.54	8.25	0.34	0.35	0.22	0.22	39.3	39.4	5.08	4.99	0.5
North Central	30.83	31.44	7.30	7.10	0.35	0.36	0.22	0.23	41.5	41.3	4.14	4.06	-4.2
South Central	25.38	27.71	8.00	7.92	0.35	0.35	0.22	0.22	41.0	38.6	4.85	4.51	-10.2
West	33.12	32.68	8.88	8.28	0.34	0.34	0.22	0.22	45.2	44.6	5.56	5.11	-4.0
AFFILIATION:													
Chain	$27.41	$27.50	$ 8.40	$ 8.07	0.33	0.34	0.21	0.21	42.3	41.6	$ 5.37	$ 5.09	-4.2
Independent	41.79	42.37	9.12	8.70	0.35	0.36	0.23	0.23	44.6	43.3	5.58	5.26	-4.5
LOCATION:													
Center City	$33.94	$34.47	$ 9.70	$ 9.24	0.32	0.32	0.20	0.21	46.4	45.1	$ 6.55	$ 6.07	-5.6
Suburban	27.52	28.32	7.52	7.34	0.35	0.36	0.23	0.23	40.4	39.0	4.50	4.26	-6.2
Highway	21.12	20.25	6.34	6.08	0.37	0.37	0.23	0.24	37.2	37.8	3.23	3.27	4.6
Airport	25.70	26.25	7.53	7.27	0.35	0.36	0.22	0.22	40.1	39.9	4.44	4.36	-5.5
Resort	38.85	38.14	9.47	8.89	0.34	0.35	0.22	0.22	39.7	39.3	5.43	5.07	-3.3
SIZE:													
Under 150 Rooms	$27.01	$26.93	$ 6.81	$ 6.42	0.39	0.39	0.24	0.25	37.6	37.6	$ 3.67	$ 3.54	-4.2
150 to 300 Rooms	25.03	25.65	7.14	6.89	0.36	0.36	0.23	0.23	41.6	40.8	4.27	4.12	-5.4
300 to 600 Rooms	31.91	32.62	8.72	8.43	0.33	0.33	0.22	0.22	44.9	43.7	5.59	5.26	-5.1
Over 600 Rooms	38.33	37.34	11.12	10.63	0.31	0.31	0.19	0.20	43.5	42.7	7.13	6.71	-1.9
TYPE:													
Hotel	$36.04	$36.46	$ 9.31	$ 8.88	0.33	0.33	0.21	0.22	43.8	42.7	$ 5.96	$ 5.55	-5.5
Motor Hotel	21.47	21.28	6.79	6.52	0.36	0.37	0.23	0.23	39.5	39.5	3.96	3.89	-1.1